

Fighting defence of perestroika

Gorbachev threat of 'dark times' ahead

From MARY DEJEVSKY IN MOSCOW

PRESIDENT Gorbachev yesterday defied the conservative communist establishment to launch an all-out attack on his critics and give a stout defence of perestroika.

He presented the Communist party congress in Moscow with a simple choice: "Either society goes forward along the road of the deep transformations that have begun towards a worthy future, or anti-perestroika forces will get the upper hand, bringing dark times for the country and the people."

The Soviet leader's uncompromising stand, which he said had been approved by the politburo and the central committee, was a direct rebuttal to accusations that perestroika was to blame for the country's economic and social crisis. It also gave the lie to predictions that Mr Gorbachev would bow to the conservatives and trim his ambitions for reform.

Although reformist opinion is poorly represented at the congress, the radical Democratic Platform group commands much rank-and-file support and has threatened to found a new party if its calls for change are not heeded. The generally hostile response in local party organisations last week to the election of the conservative Ivan Polozkov to head the new Russian Federation Communist party may have encouraged him not to dilute his words.

In the course of nearly three hours, only half the length of

his congress report in 1986, Mr Gorbachev took his audience through a catalogue of the economic, ecological, political and social ills facing the Soviet Union. While conceding errors here and there, he said it was nonsense to blame perestroika. Since 1986, the Soviet Union had changed mostly for the better. He spoke of the new openness, of freedom from fear, and of human dignity restored.

He called for the whole economic system to be changed, and said the convertibility of the rouble could not be postponed. He rejected calls for de-collectivisation of agriculture, and acknowledged the need for more investment, but said it should come not from the state budget directly but from rearranging priorities between town and country.

On foreign policy, where he has faced accusations of having lost Eastern Europe to imperialism, Mr Gorbachev said curtly: "When they say it is a collapse of socialism, we can counter: what sort of socialism? A variety of the Stalinist authoritarian and bureaucratic system which we ourselves have abandoned?"

He gave significant ground to the democratic platform in saying that the party should have to fight elections on equal terms with other parties. "In that it resembles a parliamentary party," he said, and advocated co-operation with other parties and groups.

The 4,700 delegates sat expressionless through most of his address and the few seconds of grudging applause at the end must have been among the shortest ovations ever to greet a general secretary.

The belligerent mood of the congress had earlier been apparent when minutes of its opening there was a call for the mass resignation of the leadership. Delegates forced a series of agenda changes to require politburo members and central committee secretaries to account individually for their work since the last congress. The leadership will also be required for the first time to present a budget and an account of party assets.

However, a number of votes on procedure, including one favouring the inclusion of a Democratic Platform representative in the congress secretariat, suggested that the balance between conservatives and reformists was more even than had been expected. By the end of the day, Mr Gorbachev and Aleksandr

Yakovlev, who is regarded as his closest ally on the politburo, had turned the mood of the congress around with their impassioned justifications of perestroika.

Hinting at his widely-rumoured retirement from the party leadership, Mr Yakovlev said he had no political ambitions and would speak his mind. He credited perestroika and new political thinking with having rolled back the cold war to change the face of international relations. Glasnost had not gone far enough and that economic reform was beginning fifty years late. Much will depend, Mr Yakovlev concluded, "on the measure of courage and conscience we can show".

Mr Yakovlev had been preceded by Nikolai Ryzhkov, the Soviet prime minister, who gave a routine account of his economic reform programme, and Vadim Medvedev, the ideology secretary, who was continually interrupted by derisory hand-clapping and seems unlikely to retain his post.

If Mr Gorbachev can capitalise on the victory won by Mr Yakovlev at the end of yesterday's session, he has a chance of uniting most delegates behind him and isolating the more die-hard traditionalists, who could then be expected to retire with honour.

Some deft procedural manipulation early in proceedings saved the party leadership from facing direct criticism from the floor.

Discussion of Mr Gorbachev's report will be conducted in the framework of a general debate after the leaders' individual reports. Insistent requests by delegates that individual members of the leadership should answer oral or written questions on their personal reports were turned down. An opportunity for questions would be given, Mr Gorbachev said, but he did not specify when.

The congress will also discuss a new policy document for the party, and new party rules that could change the structure of the leadership by replacing the politburo and the general secretary with a larger presidium with a chairman and two deputies. Mr Gorbachev said yesterday that a preliminary delegates meeting had favoured retaining the present structure, though the final decision would be taken by the congress.

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Photograph, page 10

Swindon will stay in the second division

SWINDON Town football club is to stay in the second division after a Football Association appeal board yesterday decided against relegating it to the third following an inquiry into serious breaches of league regulations.

The club had been denied promotion to the first division and was demoted to the third. Now Swindon will retain its first division status at the expense of Swindon while Tranmere Rovers stay in Division Three.

The decision of the three-man FA appeal board was announced after a six hour hearing at a London hotel. Swindon had earlier dropped

a High Court action and appealed to the FA yesterday against "the severity of the punishment". Osvaldo Ardiles, who had threatened to resign as Swindon manager over the demotion, said yesterday he would stay.

The league will now try to produce a fixture list for next season by the end of this week.

Police in Britain and in Turin are drawing up plans to deal with disorder tomorrow, when England play West Germany in the semi-finals of the World Cup.

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Police brace, page 3
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Warsaw ministers go back to school in Ealing

By LIBBY JUKES

EVER since Douglas Hurd, the foreign secretary, declared during a visit to Poland in May that "our aim is to replace Russian with English as the second language throughout Eastern Europe", the race has been on between educational institutions in the English-speaking world to supply the demand for appropriate courses.

Yesterday, six Polish government ministers exchanged the Warsaw corridors of power for English lessons at Ealing College of Higher Education. A second contingent will follow them in September, and college staff hope this will be the first of many such contacts.

The costs of the course are being met from the £6 million fund inaugurated recently to provide "education for democracy" in Eastern Europe. The fund has allocated £400,000 to set

up colleges for the 20,000 new English language teachers which Poland wants by the end of the century.

Over the next three weeks, the Polish ministers will be initiated into the mysterious workings not only of English, but also of the market economy. The group will spend mornings finding the right words to express their enthusiasm for capitalism, and afterwards in panel discussions with British counterparts finding out how to put it into practice.

Ealing College is world-renowned for ESP - English for Special Purposes - having in the past provided courses for Zairean education inspectors and Algerian artificial limb fitters. The Polish ministers should be relatively easy to accommodate.

"They're not really here for the cultural experience," admitted Alison Piper, the course tutor. "We shall be

getting them to talk about the problems of Poland and to articulate their solutions."

The course is tailor-made for the differing ability levels of the six. Henryk Chmielek, secretary of state at the Central Office of Planning, has achieved considerable fluency by practising English for several months at home. His colleague Bronislaw Kaminski, the environment minister, was less assured. Asked about the standard of his English, Mr Kaminski explained through Krzysztof Lutostanski, vice-chairman of the main statistical office, that he did not understand the question.

Bringing Poles to Ealing is not in itself remarkable, since the borough has one of the largest Polish communities in Britain. The ministers will be chaperoned by their course tutors to prevent them lapsing into their native

language with local people. But at their first lunch break, the ministers were delighted to find that their waitress was born in Poland.

Mr Chmielek, however, was clearly looking forward to exploring British society. "We expect to extend our pub interests," he said confidently.

The ministers are boarding with local (English-speaking) families because, as Miss Piper explained, "it's part of the methodology that they have breakfast in English".

Just to show how far he had got after a morning's work, Marek Borowski, under-secretary at the ministry of internal trade, volunteered his impressions. "London," he said to the laughter and applause of his colleagues, "is a very big town."

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Photograph, page 22

Mandela criticised over call for IRA talks

By EDWARD GORMAN and RICHARD FORD

NELSON Mandela, vice-president of the African National Congress, was strongly criticised at Westminster last night after he repeatedly and forcefully urged the government to enter into direct negotiations with the provisional IRA.

During a joint press conference at Dublin Castle with Charles Haughey, the Irish Prime Minister, Mr Mandela said the experience of South Africa demonstrated that there was no point in two sides to an argument continuing along a path of violence.

Sources at 10 Downing Street were joined by Labour and Liberal Democrat leaders in dismissing Mr Mandela's remarks and saying he had been badly advised on the situation in Northern Ireland, particularly in his comparisons with South Africa and the situation in pre-independent Zimbabwe. Neil Kinnock said he would remind Mr Mandela that "the IRA are a bunch of murderous gangsters".

Downing Street sources went out of their way to play down the remarks made only hours before Mr Mandela's arrival in London last night for talks with Mrs Thatcher, party leaders and MPs. They emphasised that he had his own constituency to play to and that Mrs Thatcher believed he had handled himself with great dignity since his release from prison.

It was made clear Mrs Thatcher would tell Mr Mandela that the government did not talk to terrorist groups or their front organisations. Sources defended the prime minister's meeting with Mr Mandela, who has not renounced the armed struggle in South Africa but argued that

the ANC's military campaign had been wound down.

In Dublin Mr Mandela said there was no other solution but for both sides to recognise that they must sit down and talk to each other. "It seems to me that it is wrong for anyone to suggest that force will bring about a solution in conditions of this kind," he said.

Sinn Féin reacted quickly to this unexpected political windfall, calling on Mrs Thatcher and Mr Haughey to respond positively. Gerry Adams, president of Sinn Féin, said his party recognised and constantly emphasised the need for dialogue aimed at establishing peace.

Mr Kinnock said he would tell Mr Mandela to make no mistake that the Provisional IRA is "a bunch of murderous gangsters". He said Mr Mandela had been extremely badly advised if he had reached the conclusion that there was any equivalent with anything in South Africa or the rest of Africa in securing freedom from colonialism.

Mr Mandela, who held talks with Mr Haughey and Gerard Collins, the Irish Foreign Minister, where he asked Ireland for financial help, denied that members of his organisation had held any meetings with members of the IRA. Allegations about such meetings were reported at the weekend.

Mr Mandela went on to address the Irish parliament, the first foreigner who is not a head of state or prime minister to do so. He called for the maintenance of sanctions and the cultural and sporting boycott and thanked the Irish people for their support.

Peter Stothard, page 14

Imelda Marcos cleared

From CHARLES BRENNER IN NEW YORK

A NEW York Jury yesterday acquitted Imelda Marcos, the wife of the late Philippines president, on all charges that she plotted with her late husband to steal more than \$200 million from her country and use the money to buy property in the United States.

In verdicts that amounted to a heavy defeat for government prosecutors, the jury also exonerated Adnan Khashoggi, the Saudi Arabian financier and arms dealer, of all charges that he committed fraud by helping the Marcoses conceal the purchase of four Manhattan skyscrapers. The outcome of the trial is certain to raise doubts about the merits of the prosecution against General Manuel Noriega, the Panamanian former head of state and US ally now

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Patten eases three poll tax caps

By DOUGLAS BROOM LOCAL GOVERNMENT CORRESPONDENT

THE government yesterday relaxed spending limits imposed on three charge-capped councils by giving them permission to spend an additional £7 million in total this year.

Chris Patten, the environment secretary, said in a Commons written answer that he had decided to ease the spending constraints after listening to representations from the London boroughs of Brent and Southwark and Wigan council, Greater Manchester.

Brent council in north London, which is politically "hung" after widespread Conservative victories in the May

municipal elections, will now be allowed to spend £244.2 million which is £5.1 million less than it said it needed but £2.5 million more than the figure set out in the original capping proposal. Charge payers will get a reduction of £26 on their £498 poll tax bills.

Labour-controlled Southwark is also to be permitted to spend £2.5 million above the original capping level announced in the spring. Its capped budget of £229.4 million will be £11.6 million less than it sought. Poll tax bills of £390 will be cut by £71.

Wigan, which set a poll tax of £382 and a budget of £200.6 million will now be allowed to spend £192.6 million. £2

million more than before. The £382 poll tax bills will be cut by £34.

Mr Patten went on to confirm the caps and spending levels for the other 13 councils which had refused to accept the figures proposed. A further five authorities had accepted their capping.

Yesterday's announcement was made as the minister laid formal capping orders for 16 councils before the Commons. He is pressing ahead even though the House of Lords has yet to hear a challenge to his capping powers being brought by the councils. MPs will debate the orders in a fortnight's time.

Solution closer, page 2

Philips workforce at risk in Britain

By DEREK HARRIS, INDUSTRIAL EDITOR

EIGHT British factories with a workforce of 6,000 are at risk in cuts, mainly among European operations, ordered by Philips, the troubled Dutch electronics conglomerate.

Philips said yesterday it will plunge to losses of about 2 billion guilders (£651.4 million) this year against profits last year of 1.37bn guilders (£421m) as it restructures information systems, including computers, and components divisions.

In only a matter of weeks as profits have eroded Philips has had to re-write the bill for restructuring from 400m guilders (£123m) to 2.7bn guilders (£830.7m) to be set against 1990 profits. Most of 10,000 job losses out of a total workforce of nearly 300,000 worldwide will be taken by Europe. It could be several

months before detailed decisions are made on job cuts. The sweeping action by Philips was announced at an extraordinary general meeting of shareholders in Eindhoven. The profits slide has prompted the early retirement of Cor van der Klugt, the president and chairman. Jan Timmer, head of the consumer products division, has taken over.

It would be cutbacks in components manufacture that would hit the British operations which have a total workforce of just over 17,000. There are, though, hopes at the UK headquarters that its operations may not be as badly affected as some because measures to produce a leaner organization are already well advanced.

Philips challenge, page 25

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Higgins given ban for season

By STEVE AITKEN

ALEX Higgins fell victim to his own violent nature yesterday when he was banned from all snooker tournaments for next season, stripped of ranking points and ordered to pay £5,000 costs.

The decision by the Professional Billiards and Snooker Association, following a series of incidents involving Higgins, was announced yesterday.

The most serious of the incidents occurred when Higgins threatened to punch the referee, John Williams, during the World Cup final in March and Higgins striking a referee during a tournament in April.

Lightman, Higgins' lawyer, said Higgins was not violent but that the referee had been provoked by Higgins' outbursts. Higgins was expelled from the association.

Even Higgins' own wife, who seems particularly bitter, says Higgins is not violent. The suspension, which runs on May 1, means Higgins could not play in the £100,000 World Cup in May.

The ban means Higgins will not be able to play in any of the world's top snooker tournaments. Higgins' wife, who is a professional snooker player, said Higgins was not violent but that the referee had been provoked by Higgins' outbursts.

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Quality of life is key Labour line

By PHILIP WEBSTER, CHIEF POLITICAL CORRESPONDENT

THE Labour party last night promised to improve the quality of public services and to value, reward and respect those who devoted their careers to them.

Dr John Cunningham, the party's campaigns co-ordinator, underlined Labour's determination to make quality of life the key issue for the next general election as he accused the government of leaving much of the country more shoddy than ever. He criticised the government for denigrating public services and servants.

Declaring that quality cannot be had on the cheap, he promised a sustained period of more effective financial investment in the public services and the people employed in them.

Dr Cunningham, delivering the annual Audit Commission management lecture, was speaking out Labour's appeal in an area which several cabinet ministers, including Douglas Hurd and Kenneth Baker, have acknowledged will be central to the political debate in the 1990s.

He said that quality in public services could not be

achieved without quality in their leadership, direction, control and evaluation.

He promised, under Labour, a strengthened local democracy and an enhanced role for local government, with professional salaries being paid to at least some locally elected politicians to encourage quality leadership.

He outlined Labour's proposals for a quality commission with a statutory duty to promote quality in local government services, whether provided by the councils, private companies or voluntary organisations.

Consumers of public services would get contracts with quality assurance standards, with a right to redress when the authority did not deliver or fell short of the required standards.

Government policy, he said, had often been cheapness and meanness masquerading as efficiency. There had been many victims and few winners. "Witness the decline in too many of our schools, the disrepair of much of the valuable housing stock, the neglect of the environment and our national heritage."



PC Underdown recovering yesterday from the wounds inflicted by the Rottweiler

It was him or me, says PC who killed dog

By MICHAEL HORNSNELL

A POLICEMAN who throttled a Rottweiler which attacked him by twisting a broomhandle, through its chokechain said yesterday: "It was him or me."

PC David Underdown, who suffered severe wounds to his left arm and to his other hand, said: "It was like putting my hand into a crocodile's jaws."

The officer, aged 42, denied a claim by the dog's owner that he need not have killed it and should have called for the RSPCA or a police dog handler. Mr Underdown said: "It was survival of the fittest. I didn't mean to kill it and I am very upset because I am a dog lover but it was either him or me. I had no alternative."

Mr Underdown was attacked on Sunday evening after a report to police that the dog had escaped from the garden at his home and killed a pair of pet rabbits at a house two doors away in Aylesford, Kent. The rabbits were later found to be alive.

Police yesterday interviewed the dog owner Mr Michael Rayner, aged 30, a self-employed builder, and said charges would be considered. Mr Rayner said: "I don't see there was any need for this. Tyson has got out in the past but has never bitten anyone."

Cabinet review of poll tax inches closer to a solution

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

THE group of cabinet ministers reviewing the initial operation of the community charge is inching closer to a solution to the thorniest political problem facing the government.

Chris Patten, the environment secretary, is confidently expected to be in a position to make a statement to the Commons before the summer recess. He will set out the level of exchequer grant to local authorities for next year and details changes to the system of sticks and carrots designed to keep councils within bounds and to hold down bills in the run-up to the next election.

Only the Lords, which is expected to rule on the appeal brought by 19 of the 21 capped councils in mid-July, can clearly upset these calculations.

The size of the revenue support grant settlement and the extra measures to cushion council spending will be anxiously scrutinised by Tory MPs, many of whom are still fearful that the prime minister's reform of local government finance could cost them their seats.

As Labour disclosed in a survey published on Sunday, ministers have not been alone in searching for ways of making the poll tax less painful. Since the prime minister announced the review in March, leading Tories have put forward 43 different ideas for reforming the community charge. One way of assessing the likely backbench Conservative reaction to Mr Patten's announcement is to compare these ideas, some bizarre, others highly pertinent, with what is likely to emerge from the review.

Under last year's spending plans, central support for local government is projected to grow by £1.16 billion next year, far less than the £5 billion extra demanded by urban local authority associations. Mr Patten will probably be able to write an extra £1 billion out of the Treasury, making a total increase of more than £2 billion, or nearly 10 per cent.

This should go some way to allaying backbench concerns, but as the list of 43 separate proposals makes clear, Mr Patten has to do a lot more to satisfy his troops.

Transitional relief, which limits poll tax rises for people living in low-rated properties, mainly in the north and northwest of England, is likely to be made more generous by phasing it out more slowly than the three years originally planned. Such a move would go down well with Tory MPs.

Five of the 43 proposals relate directly to that area. They range from the call by Roger King, MP for Birmingham Northfield, for the maximum allowable increase in poll tax bills to be reduced from £156 to £104 (for a couple) and £52 for a single person, to the suggestion by Dame Elaine Kellent-Jones, MP for Lancaster, that transitional relief should be extended to people in tied cottages who did not previously pay rates.

If the government really

wants transitional relief to make a difference, it will listen to Michael Heseltine. The cash subsidy is payable on the basis of what Whitehall thinks councils should spend, not the actual level of bills. He wants the help to take greater account of reality.

After Michael Portillo's speech to district council leaders last Friday, it seems highly unlikely that the government is to seek to change the law to take new powers to cap councils. This option has been strongly canvassed by Margaret Thatcher but she has apparently been persuaded that there is little mileage in another poll tax bill in what could be the final parliamentary session.

Capping does not feature greatly in the Tory shopping list, with the exception of the call by David Wiltshire, MP for Spelthorne, for it to be scrapped, and Labour's cheeky insertion of Mrs Thatcher's demand that it be extended. Most Tory MPs, however, will be relieved if the government forgoes legislation in this area and relies on existing powers.

Fundamental changes such as banding the community charge or variations on this theme are out. So is the idea of scrapping the charge and replacing it with a 6 per cent levy on VAT and the call for teachers' salaries to be transferred to the Exchequer at a cost of £494 billion. As Mr Portillo said, "root and branch" reform is not on the agenda. More drastic changes, such as local referendums for council "seeding" to breach Whitehall limits and abolishing the two-tier structure of local government in county towns, will have to wait until the next Tory manifesto.

The opinion polls suggest the public is learning to live with the poll tax. Michael Latham, for one, is not so sure. As he said yesterday, most councils are not under Tory control and so have little incentive to hold down spending. He is worried that the government is merely "fiddling" with the present system and that the inevitable sharp increases in bills next year could spell electoral disaster.

10 hurt in IRA rocket attack

FIVE police officers, three soldiers and two civilians were injured in an IRA rocket and gun attack on a central Belfast police station yesterday (Edward Gorman writes).

The attack is the second by the IRA in the centre of Belfast in three days. On Saturday two policemen were shot dead by IRA gunmen near Queen Street RUC station.

Yesterday's attack was on Grosvenor Road station, which was hit by a rocket and the burst of automatic gunfire. The police later arrested a number of people in connection with the attack.

The Rt Rev Mark Santer, Bishop of Birmingham, urged more members of the Church of England to stand for election to the general synod to prevent a takeover by zealots promoting extremist views. He said ordinary church members must seize the opportunity.

Bishop's plea

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Stolen silver

Police were last night trying to trace a man and a woman who left their jobs as butler and housekeeper at Aske Hall, Richmond, North Yorkshire, a week ago. Thousands of pounds of silver and jewellery have been stolen from the country estate, home of the late Marquess of Zetland.

Marriage at end

The composer Andrew Lloyd Webber yesterday said his marriage to the singer Sarah Brightman had ended. Mr Lloyd Webber, aged 42, said he had become "close friends" with Madeleine Gurdon. He did not say whether a divorce would be sought. Miss Brightman is his second wife.

Sellafield charge

British Nuclear Fuels is to be prosecuted after a number of on-site transfers of spent nuclear fuel were allegedly carried out without a functioning instrumentation package and alarm system at the Sellafield plant in Cumbria between October 26 and November 6 last year.

Some supporters turned to attacking the police or destroying property when the game was being played in public places. Police were called in to keep order.

Vote back revised dentists' contract

By STEWART TENDON

THE ASSOCIATION of dental practitioners has urged voters to back a revised contract for dentists in the next general election.

The association says the current contract is "unworkable" and that a revised contract is needed to ensure the quality of dental care.

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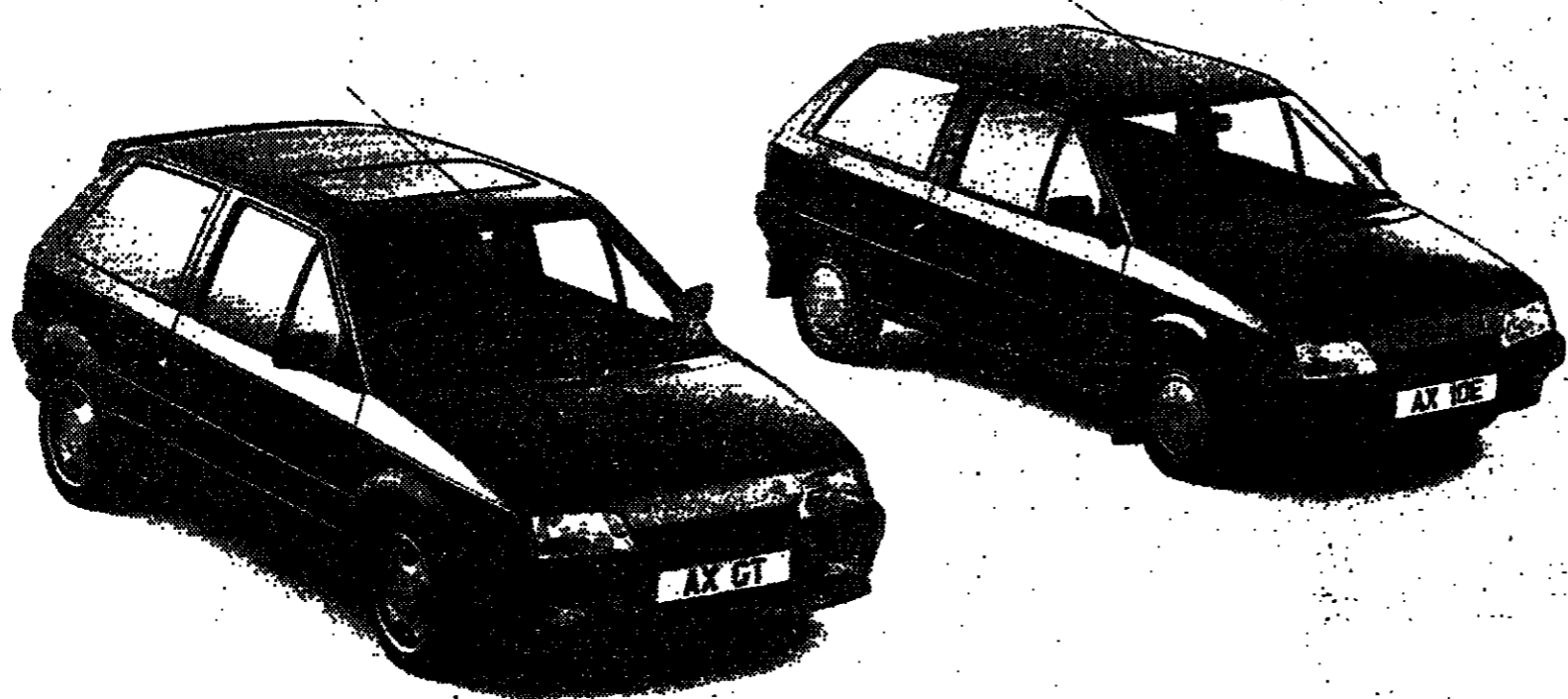
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Finance Charge	NIL	£413.67	£977.30	£1,484.18
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review tax closer ution

ICAL CORRESPONDENT

transitional relief to take a difference, it will then be payable on the basis of what Whitehall thinks should be paid, not the actual level of bills. He wants a help to take greater account of reality.

After Michael Portillo's speech to district council leaders last Friday, it seems highly likely that the government will seek to change the law to give new powers to cap council tax. This option has been strongly canvassed by Margaret Thatcher but she has apparently been persuaded that there is little mileage in another poll tax bill in what would be the final parliamentary session.

Capping does not feature early in the Tory shopping list, with the exception of the bill by David Widdowson, MP for Wiltshire, for it to be scrapped, and Labour's chief spokesman, Mr. John Grieve, said that it is not a priority. However, it is a relief that the government is looking at this area of legislation in this area of existing powers. Fundamental changes such as banding the community charge or variations on the rate are out. So is the idea of rapping the charge and placing it with a percentage on VAT and the call for council salaries to be transferred to the Exchequer at a rate of 44.4 per cent.

Mr. Portillo said: "Local and central government are not the same. More drastic changes, such as local referendums on council tax, are not the answer. The two-tier structure of local government in some areas will have to wait until the next Tory manifesto."

The council tax system is a public service, and it is not the job of the public to pay for it. As the council tax system is a public service, it is not the job of the public to pay for it. As the council tax system is a public service, it is not the job of the public to pay for it.

10 hurt in RA rocker attack

VEHICLES were damaged in an attack on a Royal Air Force (RAF) base in Lincolnshire, police said yesterday. The attack, which took place in the early hours of the morning, resulted in the deaths of ten people and the injury of several others. The police are currently investigating the attack and have issued a warning to the public to be vigilant.

The attack was carried out by a group of individuals who were armed with firearms. The police are currently investigating the attack and have issued a warning to the public to be vigilant.

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First three hospitals apply for NHS trusts

By JILL SHERMAN, SOCIAL SERVICES CORRESPONDENT

THE first three hospitals applied for self-governing status yesterday as the government announced a £2.75 million campaign to explain its National Health Service reforms to the public.

The hospitals are all in Mersey regional health authority. They include the Alder Hey Hospital, Liverpool, which is the biggest children's hospital in western Europe, and a specialist heart surgery department at Broad Green Hospital, Liverpool, opening out of the management of its own hospital.

The third application is a combined one from Leighton Hospital, Crewe, Cheshire, and the Victoria Infirmary, Northwich, Cheshire. About 70 more applications are expected to follow.

Hospitals which choose to opt out will be able to set their own pay rates, manage their own assets and borrow from the private sector. They will be managed by trusts appointed by Kenneth Clarke, the health secretary.

Mr Clarke yesterday invited formal bids for NHS trusts. He said free booklets listing the benefits of the changes were to be sent to every household in Britain.

"There is no point in putting all this effort into

improving the health service if you don't explain to the public how to use it and what to look out for," Mr Clarke told a London press conference.

The distribution of the leaflets, entitled *The NHS Reforms and You*, mark the first time that the government has aimed its campaign at the public directly. Previous drives pinpointed managers and hospital staff.

Mr Clarke also announced details of the three month public consultation period to follow any NHS trust application before he decides which ones to approve at the end of October. He said he would take no notice of ballots, petitions or submissions based on party political propaganda, but denied it was a "rubber stamping" exercise.

"The decision remains mine. I will take into consideration any opinion but I will want to know why people are against it and whether this is based on real understanding."

Mr Clarke also signed regulations yesterday to set up the smaller, streamlined regional and district health authorities and the new family health services authorities. The new authorities will be much smaller, headed by chairmen appointed by him.

The Labour party and health service unions immediately dismissed the leaflets and consultation exercise as expensive propaganda. Rodney Bickerstaffe, general secretary of the National Union of Public Employees, said: "The health secretary is pumping millions of pounds of public money into party political propaganda to buy votes for the next election. Glossy Tory handouts will not cure the NHS cash crisis, nor comfort families waiting for treatment. It is just a softening-up exercise."

Robin Cook, Labour health spokesman, accused Mr Clarke of conducting a one-way consultation exercise. "The public is going to be told what is good for them, and Clarke does not intend to listen to what the public say back."

Vote backs revised dentists' contract

By OUR SOCIAL SERVICES CORRESPONDENT

REPRESENTATIVES of Britain's 18,000 dentists have voted narrowly in favour of their new contract, which rewards preventive care rather than treatment.

A conference of the local dental committees last weekend voted 89 to 16 in support. However, a decision on whether dentists' leaders will back the new terms and conditions, which come into effect in October, awaits the results of a national referendum expected later this week.

A spokesman for the British Dental Association said yesterday that the General Dental Services Committee would not be bound by the referendum, and might well take its mandate from the representatives' conference.

The association's negotiators have also warned dentists that Kenneth Clarke, the health secretary, is likely to impose the contract whatever their decision.

The spokesman claimed that the opposition to the contract has been caused by the government's decision to pay the dentists' pay award in stages this year. Although the doctors and dentists' review body recommended a 10.5 per cent rise for dentists, the government decided to pay only 7 per cent for the first nine months.

The new contract includes a monthly capitation fee for every registered patient under 18 and two-year continuing care agreements for adults. The payments would amount to about £1,200 a month for the average dentist, but treatment payments would still be paid for adults. In return for continuing payment, all patients would get access to NHS services.

In future, health service treatment could be provided alongside private treatment, but all dentists will be required to offer all necessary care under the NHS. Dentists will also have to produce charge estimates before treatment, give 12-month guarantees on fillings and provide emergency treatment.



GP made depressed patient pregnant

A GENERAL practitioner who got a female patient pregnant and then offered to arrange for her to have an abortion appeared before the General Medical Council yesterday.

Dr John Scott admitted having sexual intercourse with the young woman, who had only recently given birth to a child by her husband, the council's professional conduct committee was told. Dr Scott, of Clonmel Avenue, Brighton, was treating the woman, named only as Mrs X, who later miscarried, for postnatal depression. Nicola Davies, counsel to the committee, said: "Intercourse took place on visits to her home. Mrs X had just finished feeding her baby and took him upstairs to put him in his cot. Dr Scott followed her up the stairs and

sex took place." Sexual intercourse between the two took place on at least three occasions after this.

Later Mrs X discovered she was pregnant and the doctor provided her with "morning after" pills and offered to arrange for her to have an abortion. She did not want another baby at this time but she was not willing to have an abortion. She said she became angry when the doctor suggested she should either have sex with her husband and claim the child was his, or claim that the father was a friend of her husband.

Dr Scott admits behaving improperly towards Mrs X but denies offering to prescribe drugs to cause her to miscarry or offering personally to carry out an abortion. The case continues today.

Muppets bid their creator farewell

By ROBIN YOUNG

POZZY Bear, Gonzo and Oscar the Grouch took over St Paul's Cathedral, London, yesterday for a special memorial tribute to Jim Henson, creator of *The Muppets*, who died in New York in May.

Only Kermit the Frog, the Muppet whose voice was provided by Mr Henson, was not at the service. His song, *It's hard to be green*, was sung by Big Bird, a 7ft ostrich from Mr Henson's other television success, *Sesame Street*. That was followed by a recording of Mr Henson singing Kermit's *Rainbow Connection*.

The Bishop of Stepney, the Right Rev Jim Thompson, said it was the first time he had come to a memorial service chuckling. St Paul's was decorated with foliage and plants to celebrate Mr Henson's love of trees and of Hampstead Heath, near which he lived for the 15 years he spent in London.

Mr Henson's family and his professional colleagues interspersed the service with their own celebrations of Mr Henson's life and character in songs and reminiscence. Lord Grade, who brought the Muppets to ITV in 1976, said that Mr Henson was a creative genius loved by all.

Mr Henson's son Brian read from a death-bed letter his father had written. It said: "It feels strange writing this while I am alive, but it would sure be hard after I go. Please watch out for each other, and love and forgive everybody. It's a good life. Enjoy it." There were also short addresses by Mr Henson's widow, Jane, and daughter, Cheryl.

Mr Henson, a committed Christian scientist, died of severe pneumonia on May 16, aged 53.



Big Bird sings *It's hard to be green* at the service in St Paul's Cathedral yesterday

MP wants airport fake bomb man prosecuted

By HARVEY ELLIOTT, AIR CORRESPONDENT

A TORY MP last night called for the prosecution of Dr Jim Swire, who says he took a fake bomb through luggage screenings and on to a British Airways flight to New York.

Dr Swire, whose daughter was killed in the Lockerbie disaster, said he was determined to expose security loopholes at Heathrow airport and to shake airlines and officials out of their complacency. Terry Dicks, whose constituency covers Heathrow, criticised Dr Swire's actions and demanded that he be prosecuted as a hoaxer.

Mr Dicks said the incident took place on May 18. "Everyone at the airport knew who he was because he not only told people but had stickers about Lockerbie on his case. Naturally everyone was very sympathetic towards him. Yet still they pulled his case out at random to search it. The lady who had the job of

searching the case also knew who he was and was chatting to him about the terrible events in Lockerbie.

"What was she supposed to do? Dr Swire has done nothing for airport security at all. He must not be treated any differently from a yuppie who telephones a bomb warning or any other hoaxer."

Dr Swire said he was prepared to risk imprisonment because of the frustration over delays in setting up an independent enquiry into the disaster in which 270 people died. "I knew what I was doing but with the current situation in the Middle East we could soon have another 270 innocent people being killed," he said.

"Prosecution is a trivial matter. It is extremely urgent that we have an independent enquiry to sort out security rather than wait for more people to be killed or for this fatal accident enquiry in October."

Cecil Parkinson, the transport secretary, called for a full investigation of the incident and British Airways said it had launched an immediate investigation, liaising with the transport department.

Dr Swire checked in at Terminal Four at Heathrow where he was asked standard questions about the contents

of his suitcase before it was put on a conveyor. BA operates a system of random checks of hold baggage and by chance Dr Swire's was picked and he was asked to watch while it was examined and repacked.

Mr Parkinson is anxious for all hold baggage to be put through some kind of security screening, whether x-rays or hand searches, and has asked all 70 airlines that use Heathrow for suggestions. BA favours building a new sterile checking area outside the main terminals where everyone would be subjected to a detailed search.

Other airlines and BAA are opposed to the scheme because they say it would be inefficient, wasteful and use large areas of the already congested airport. BAA has spent an additional £10 million in improving security at its airports over the past year.

Privately everyone involved in aviation security admits it is impossible ever to obtain total security and the best they can hope for is a level of check that will deter terrorists or criminals from trying to put a bomb on board, and an international security intelligence network that can give sufficient advance warning to step up security when a threat is perceived.

'Werewolf' sex attacker is jailed for 17 years

By STEWART TENDLER, CRIME CORRESPONDENT

A WAREHOUSEMAN who attacked a succession of elderly women over two years, earning the description "the werewolf rapist" because many of his attacks were near the full moon, was yesterday jailed for 17 years.

Jose Rodriguez, aged 31, of North Road, Bexhill, East Sussex, admitted seven rapes, two charges of buggery and one of indecent assault. The victims included four women in their eighties and several staff of old people's homes. One later tried to kill herself.

Lewes Crown Court was told that Rodriguez carried out his attacks from November 1987 to February this year. All of his victims were chosen because they lived on the ground floor, and he could gain entry through a window. He often threatened the women with a knife as he demanded money and then told them he was going to rape them. If a victim screamed or tried to call for help, he would sometimes put his hand around her throat, and some of the women thought they were going to die.

Police launched two operations to catch him and the breakthrough came when Rodriguez set off a light alarm as he walked up the driveway of a home at Tunbridge Wells, Kent, last February. The

owner could see a man crouching and she reported what she presumed was a case of a peeping tom. When asked to look through police photographs, she picked out Rodriguez from a picture taken in 1985 when he was convicted of burglary.

He was questioned for three days by a Sussex officer, Det Constable Andy Franklin, who became convinced he was the man the police had been seeking. Mr Franklin could not shake Rodriguez and began to go back through statements of victims.

He noticed that two had tried to placate their attacker by offering him chocolate and the man had replied: "No thanks. Don't like it. Never eat it." The detective bought a bar of chocolate and began eating it as he interviewed Rodriguez. The man refused a share of the chocolate, using exactly the same words as the rapist. Rodriguez was then released because of the lack of scientific evidence.

The police had discovered an electronic organ in his home which they thought was stolen. The organ was featured on a television appeal for help and the owners came forward. They lived on the ground floor of an old people's home.

Rodriguez returned to the police voluntarily, saying he

wanted to admit burglaries. Mr Franklin persuaded him to confess his other crimes.

A rapist who jumped bail in the middle of his trial was jailed for seven years in his absence yesterday.

Judge Sir James Miskin, QC, the Recorder of London, issued a warrant for the arrest of Eugénios Christodoulou, a former policeman aged 42, who escaped last Wednesday evening as the prosecution case against him was drawing to a close. The judge ordered that the Central Criminal Court trial should proceed without him.

Yesterday the jury found him guilty of raping a London University biology student aged 18, who was attacked when she was feeling "horribly drunk" after a college party last November.

She said she had gone outside for air and was sitting on a street bench when Christodoulou approached and offered to take her home. She declined his offer, but he put her in his car and took her to a Kings Cross hotel, where she was stripped and raped.

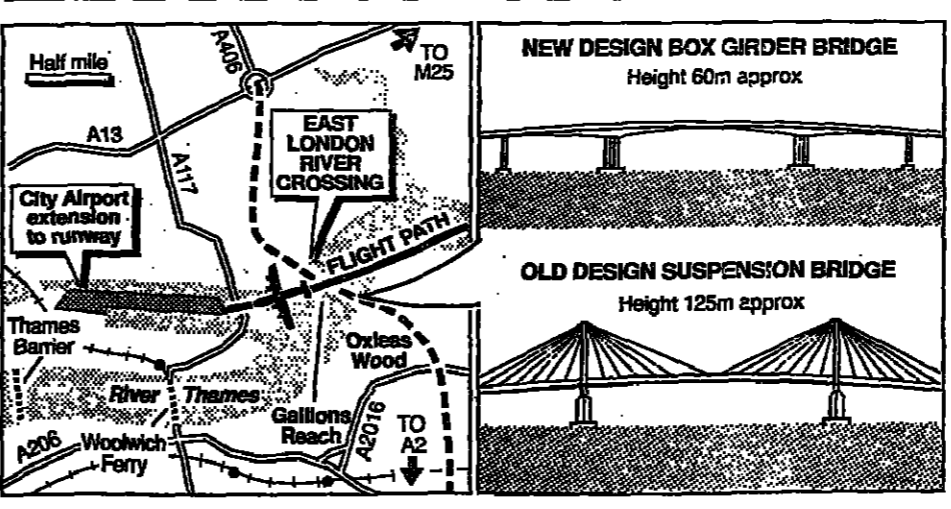
Christodoulou, of Davenant Road, Holloway, north London, who denied rape, told police he had not touched the girl and had been a good Samaritan in putting her up for the night in the hotel.

River crossing to face 2,000 critics

By MICHAEL DYNES, TRANSPORT CORRESPONDENT

MORE than two thousand objectors are expected to give evidence at a joint public enquiry into plans to build a new river crossing in east London and extend the runway at London City airport, which begins today.

A decision to proceed with the schemes would improve the road network in a notoriously congested sector of the



Police brace for World Cup revellers

By STEWART TENDLER, CRIME CORRESPONDENT

POLICE are drawing up plans to deal with possible disorder on the streets tomorrow after England plays West Germany in the semi-final of the World Cup. The defeat of the Cameroon team on Sunday brought trouble for police in 30 towns stretching from the south coast to North Yorkshire.

Police blamed the trouble on the fact that Sunday's game finished as public houses began to empty. Thousands of supporters went on to the streets after watching the game in public houses and police were called in to keep order as celebrations took over.

Some supporters turned to violence, attacking the police or destroying property. Incidents included shop windows being broken, rowdiness, attacks on police and damage to vehicles. Although the game against West Germany will finish earlier, police are not taking chances. Forces in Essex, Northamptonshire, Sussex, Hampshire, Kent and

Dorset are drawing up plans for extra reserves. One of the largest crowds gathered on the outskirts of Greater London at Chesham, Hertfordshire. Scotland Yard said about 800 people gathered at the Old Pond, Police, called by residents who complained about the noise, tried to keep traffic moving and found themselves facing a barrage of coins, bottles and smoke bombs. One man was arrested.

In Northampton 300 to 400 people gathered in the town centre, chanting and singing. Traffic was stopped and two groups broke away, damaging parked cars and shops and looting a wine merchant's. No one was injured and six people were arrested.

In Bournemouth, which saw a riot at the end of the past football season, police were ordered to wear riot helmets after a bottle was thrown. At Burgess Hill, West Sussex, 100 youths smashed six shop windows and in Crawley more than 100 youths gathered and a van was overturned. About 1,000 gathered in Brighton and police had to close streets when

they marched to the seafront, but no trouble was reported.

In Hampshire there were 24 reports of public disorder. Three windows were smashed in Portsmouth and in Basingstoke fans ran riot in a pizza restaurant. In Southampton police were called after 40 supporters ran into the high street. Incidents were reported in Fareham, Yateley, Gosport, New Milton and Andover. Twelve people were arrested outside the town hall at Lymington Spa, Warwickshire, and in New Parks, Leicester. 19 were arrested.

In Hinckley, Leicestershire, there was damage as 200 supporters made their way to the town centre. Police said four shop windows were smashed and one person was arrested, and property was stolen from a sports shop.

In Essex disturbances were reported in Colchester, Benfleet, Southend, Harlow and Clacton. Police said: "Most of the fans were just high spirited. Those who were arrested were picked up for public order offences and there were a few problems with roads being blocked."

Moynihan supports Turin as venue in spite of protest

From JOHN GOODBODY, SPORTS NEWS CORRESPONDENT, TURIN

COLIN Moynihan, minister for sport, will today tell the authorities in Turin that the staging of England's World Cup semi-final against West Germany in the city has his full support, despite a plea from the mayor that the match should be switched to Naples because of the threat of violence.

Mr Moynihan has meetings today with the prefect of the Piedmont region, who has the power to call off the game, and with the police commissioner to settle details for the fixture tomorrow. Mr Moynihan will say he sees no reason why the game should not take place.

Maria Magnani Noya, Mayor of Turin, said she wanted

the semi-final switched, with West Germany and England playing in Naples and Italy meeting Argentina in Turin. She said: "No one has forgotten Heysel."

Turin is the home of Juventus, 35 of whose supporters were among the 39 people crushed to death in Brussels before the European Cup Final in 1985 when Liverpool followers rioted.

A record 51-hour World Cup ban on alcohol sales will be enforced in Turin in an attempt to curb the risk of violence. More than 5,000 riot police are also being drafted in to prevent clashes between the 40,000 West Germans and 18,000 English fans expected.

The drink ban was announced by the Turin prefect's office, which said it would run from midnight tonight to 3am on Thursday, covering the city, 14 adjacent communities and nearby motorway service stations.

An elderly couple collapsed and died within minutes after the husband was taken ill while watching England's World Cup quarter-final win on television.

Trevor Richardson, aged 67, was following Sunday night's soccer match against Cameroon at his home at Denstone, Staffordshire, when he became ill. His wife, Ethel, aged 65, summoned help but collapsed.

The enquiry will also decide whether to allow the airport to lengthen the runway by 450ft to provide sufficient room for small jet aircraft. The airport is at present restricted to using propeller aircraft.

The proposed £75.3 million six-lane crossing at Gallions Reach, which would link the A13 at Beckton to the A2 at Falconwood, is part of the department's objective of providing a coherent road network for long-distance traffic moving within London.

The first enquiry into the crossing scheme lasted 15 months, making it one of the longest hearings ever. The second is likely to exceed that as critics raise environmental, safety and aesthetic points,

Lyons 'was paid £3m for letter to Thatcher'

THE millionaire financier Sir Jack Lyons was paid £3 million for a letter to Margaret Thatcher, prosecuting counsel in the Guinness trial alleged yesterday.

Sir Jack is said to have used his personal friendship with the prime minister to try to ensure the brewing group's offer for Distillers got through the Office of Fair Trading. Mrs Thatcher replied to his letter saying the matter would be passed to the minister responsible, Southwark Crown Court was told.

The question of Sir Jack's fee was raised during cross-examination of Ernest Saunders, the former Guinness chairman, who yesterday spent his 14th day in the witness box.

Mr Saunders, Sir Jack, the stockbroker Anthony Parnes, and Gerald Ronson, chairman of the Heron Corporation, deny 24 counts of theft, false accounting and breaches of the companies act during the £2.7 billion Distillers takeover.

Mr John Chadwick, QC, for the prosecution, asked Mr Saunders why he accepted a recommendation that Sir Jack should receive such a fee when he was being paid by the management consultants Bain and Co as their "godfather". Mr Saunders replied that the

money was for Sir Jack's political lobbying, his contacts in the City, and advice for financial strategy during the 1986 bid.

But when it was put to Mr Saunders that Sir Jack had told a government enquiry that the former Guinness chief had authorised a further payment of £350,000 for advice on American acquisitions, Mr Saunders replied: "Complete and utter bullshit."

Mr Chadwick said it was impossible to see that Sir Jack was doing anything more than he was already being paid for as a consultant to Bain, the American-owned company that advised Guinness.

Mr Saunders replied that the financier had gone outside his role "of godfather to the Bain group", and Guinness's former finance director, Olivier Roux, had taken the view that Sir Jack should receive a direct payment.

Asked to elaborate, Mr Saunders said the fee was for Sir Jack's contacts, his letter to Mrs Thatcher, and his appeals to the then Cabinet secretary, whom Mr Saunders referred to as "the man who went down to Australia". Mr Justice Henry interjected to add "Sir Robert Armstrong."

Mr Saunders said Sir Jack gave strategic financial advice independently of the merchant bankers Morgan Grenfell, helping Guinness with the bid at the time. "If you go to a surgeon and he says you have got cancer, I would go to another to check before I had my guts pulled out."

Mr Chadwick asked: "And then pay him £3 million?" Mr Saunders replied: "You cannot relate his fee to that."

Mr Saunders said the fee had been recommended to him by two fellow directors, Mr Roux and the lawyer Tom Ward, who were running the bid. There were areas of Sir Jack's assistance that he knew nothing about. "I agreed a fee, a number recommended to me," Mr Saunders said.

Mr Chadwick suggested that the letter to Mrs Thatcher was no different from the lobbying already being carried out by Guinness. Mr Saunders replied that Sir Jack's intervention meant the correspondence was read by the prime minister.

"The point was to get to the prime minister," he said. "If the prime minister got a mail shot from me, or a video from me, it is quite likely it would be straight in the waste paper basket."

Mr Chadwick asked if anyone else on the Guinness board had known the company was paying £3 million for a letter to be read by Mrs Thatcher. Mr Saunders replied: "That is very mischievous." He accused counsel of confusing and misinterpreting his explanation. "That is a ridiculous suggestion."

Asked how the fee would have been justified to the Guinness board, Mr Saunders said the matter would be "interesting", but he would have called his two colleagues to explain the fee. "I would have called them to explain the fee. I would have called them to explain the fee. I would have called them to explain the fee."

The trial continues today.

Murdoch looks to 1992 for Sky profit

By RICHARD EVANS
MEDIA EDITOR

SKY Television could start making a profit by the end of 1991, less than three years after its launch, Rupert Murdoch, the company's executive chairman, said yesterday.

The four channel satellite service, which has a potential audience of more than five million viewers in one and a half million homes, has cost £250 million to date and losses of £70 million to £100 million may be incurred before it reaches break-even point.

Satellite dish sales have topped 900,000 and should pass the one million mark before the autumn. Sky is forecasting that two and a half million homes will be receiving its programmes by next February.

Mr Murdoch was speaking at the launch of Sky's autumn programme line-up. Sky will screen every episode of *Star Trek* over five nights each week, including three never shown on BBC television because they were considered too frightening. There will be two new British productions, including a game show exploring personal relationships.

Mr Murdoch said that by next year Sky would be spending £100 million on programming. He predicted the venture faced six months "where it will be pretty rough" but forecast a big increase in the sale of satellite television receivers this winter.

If the existing high level of subscribers to Sky's pay-TV movie channel was maintained "it is conceivable that we would be in profit by the end of the next calendar year - 1991. I would not make that prediction firmly. I think it may be more like the middle of 1992". The initial hostility and resentment aimed at Sky's satellite service had subsided and "people who were our most vociferous critics are now some of those giving us a lot of plaudits".

Sky News would continue to be an integral part of the service but would not pay for itself over the next five years.

Sky Television and Times Newspapers, publishers of *The Times* and *The Sunday Times*, are subsidiaries of News International, publishers of *The Sun*, *News of the World* and *Today*.

Prize harvest for garden

By DANIEL TREISMAN

A GROUP of primary school pupils who dug up a patch of their playing field to grow organic vegetables yesterday received a tribute to their green fingers.

They won first prize in the seven to eleven age group in the first annual environmental enterprise awards, sponsored by the World Wide Fund for Nature and the Department of Education and Science.

The children from Lamplugh School in Kirkland, Cumbria, were presented with the £1,000 award by Richard Branson, the Virgin Group chairman, for their project growing potatoes, runner beans, lettuce, carrots and

turnips without the help of pesticides and artificial fertilisers. The scheme, started last year, is so successful that they sell vegetables to villagers and run the business with a pupil chairman, treasurer, secretary, and sales manager.

"It's hard work," said Fiona Bouch, the group's 11-year-old secretary. "People disagree all the time, and the chairman has to keep shouting 'order, order' because people keep butting in."

The garden was one of more than 130 entries praised for their "variety, quality, originality and sheer professionalism" by Angela

Rumbold, education minister, at the awards ceremony at the Science Museum, central London.

"This shows that the environment is not remote, 'out there', but begins on the doorstep - or in the playground," she said.

Other winners in the scheme, launched last summer to encourage pupils' skills in helping to protect or improve the environment, included projects to create wildlife havens on waste land, to convert scrap materials into fuel useful for Third World countries, and to film a video demonstrating erosion on the Sussex coast.

By NICK NUTTALL
TECHNOLOGY CORRESPONDENT

SURVIVAL prospects for some of the world's most endangered animals have been significantly advanced by British scientists who have turned decades of research into an early warning system capable of pinpointing disease in hundreds of wild and captive species.

The computerised diagnosis system, which is to be made available to zoos, conservation groups and wildlife sanctuaries, allows veterinary experts to tell in minutes if an animal is unwell by comparing its blood samples with a healthy norm.

"In humans and domesticated animals it has been known for some time what normal ranges of blood chemistry and blood cells should be," James Kirkwood,

a senior veterinary officer, said. He works at the Institute of Zoology in London where the health check system has been devised.

"The very basic information of knowing what is normal or abnormal in wild or captive animals is not available for most of the world's species and only for a few is there any information at all," he said. Over the past 20 years scientists with the institute, which is based in Regent's Park, have been monitoring the health of animals at London and at Whipsnade Zoo.

This information has been placed on a data base which compares more than 20 different features of an animal's blood structure and chemistry with blood from healthy members of the same species. "You can type in black rhino and see,

what is the normal range of urea in that species's blood. Blood urea levels are useful in the diagnosis of kidney failure," Dr Kirkwood said.

The system carries information including normal ranges and sizes of white blood cells, red blood cells and glucose levels useful in identifying viral, bacterial, parasitic and allergic conditions.

More than 600 of the world's 20,000 land species of mammals, birds and reptiles ranging from tiger, panda and lion to hedgehog, fox and badger, are included on the computer health check system. Dr Kirkwood said the data base might provide interesting new avenues in evolutionary research and zoology. "We are interested in what underpins variations in blood between species," he said.



Comparing notes: members of the Armagh Pipers' Club infant group prepare to appear in the Music for Youth festival at the South Bank, London

Gummer rejects need for a food safety agency

By MICHAEL HORNSBY, AGRICULTURE CORRESPONDENT

JOHN Gummer, the agriculture minister, yesterday rejected the need for an independent food safety agency and said his own ministry was in the best position to protect consumers.

Mr Gummer said during a visit to the annual Royal Show at Stoneleigh, Warwickshire: "There is an independent food agency. It is called the Ministry of Agriculture, Fisheries and Food. We have all the advisers we need in this matter. We shall continue in this way. That is the basis on which we operate."

His statement came after Sir Simon Gourlay, president of the National Farmers' Union, repeated his call for an independent agency. He said the ministry no longer had credibility with consumers.

Mr Gummer said his ministry was the only body with responsibility for the whole food chain. "No system which does not have control of everything, from sowing of the seed to selling in the shops, can possibly protect the consumer," he seemed to relent, saying he would have no objection to "a sort of Tyrrell committee" outside the ministry, but did not think it would help the issue of running a system that protected the consumer properly.

At an earlier press conference, Sir Simon said the Tyrrell



Gummer: "We have all the advisers we need"

committee, a panel of scientists appointed by the government to advise on mad cow disease, could be the model for the kind of permanent food safety agency he had in mind if it was expanded to include consumers and farmers. In spite of his best efforts, Mr Gummer had not won the confidence of the consumer.

"I am not criticising John Gummer for failing to establish that credibility. It is a credibility that no Minister of Agriculture can establish," Sir Simon said any body operating from within the ministry itself, such as the food safety directorate set up last year, was bound to lack conviction.

He said: "It is very damaging for agriculture if we do not have someone who can give a quick opinion which is seen to be beyond any partisan reproach." Every time there was a food scare, the farm industry was "hit for six within minutes", Sir Simon made it clear he was not calling for the removal of responsibility for food from the agriculture ministry. Any such independent body should have an advisory role and no executive powers of its own.

Show results included:

SHEEP: Welsh Mountain Champion - ram owned by Mrs S J Williams, Shrewsbury, Shropshire. Res - 1st Mrs R I Morris, Neath, Glamorgan. 2nd Mrs W G Crow, Carmarthen, Carmarthenshire. 3rd Mrs J G Gwynne, Brecknock, Brecknockshire. 4th Mrs J G Gwynne, Brecknock, Brecknockshire. 5th Mrs J G Gwynne, Brecknock, Brecknockshire. 6th Mrs J G Gwynne, Brecknock, Brecknockshire. 7th Mrs J G Gwynne, Brecknock, Brecknockshire. 8th Mrs J G Gwynne, Brecknock, Brecknockshire. 9th Mrs J G Gwynne, Brecknock, Brecknockshire. 10th Mrs J G Gwynne, Brecknock, Brecknockshire. 11th Mrs J G Gwynne, Brecknock, Brecknockshire. 12th Mrs J G Gwynne, Brecknock, Brecknockshire. 13th Mrs J G Gwynne, Brecknock, Brecknockshire. 14th Mrs J G Gwynne, Brecknock, Brecknockshire. 15th Mrs J G Gwynne, Brecknock, Brecknockshire. 16th Mrs J G Gwynne, Brecknock, Brecknockshire. 17th Mrs J G Gwynne, Brecknock, Brecknockshire. 18th Mrs J G Gwynne, Brecknock, Brecknockshire. 19th Mrs J G Gwynne, Brecknock, Brecknockshire. 20th Mrs J G Gwynne, Brecknock, Brecknockshire. 21st Mrs J G Gwynne, Brecknock, Brecknockshire. 22nd 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Firm thrives as Japanese know-how brings startling results

JOHN Young was at his wits end over how to deal with seven operators whose assembly line was turning out vital components beset with faults for a leading motor manufacturer.

Mr Young, managing director of Acco Cables, took the obvious steps for the boss of a light engineering company: he checked the equipment, the running of the assembly line and finally he put pressure on his workers to get the improvements urgently needed. But nothing worked. Then he turned to ideas learnt from working with Nissan, the Japanese car manufacturer, which his factory at Stourport, Hereford and Worcester, supplies.

The operators were taken away from the factory for a week of discussions between themselves and their managers. When they returned, the assembly line worked perfectly. There has not been a single defective component in 10 months, yet Acco did not change the assembly process. The secret, Mr Young

said, was that the operators understood for the first time how the quality of their individual job affected the final quality of the component delivered to the customer and the reputation and profitability of Acco.

What Mr Young and his workforce have done is to adapt the philosophy preached by Nissan of "kaizen", meaning continuous improvement, which applies to everyone from the cleaner to the managing director.

That one assembly line is a microcosm of the way British industry may need to change to meet the challenges of increasing Japanese and European competition after 1992.

The rewards are clear. Acco will see turnover from its Nissan business triple to £1 million and is supplying additional equipment as output improves and Nissan's confidence in the business grows. In fact, Nissan's confidence in European suppliers - including 120 in Britain - has grown to such an extent

Nissan has achieved remarkable productivity improvements by spreading Japanese methods used in its car factory at Washington, Tyne and Wear, to its key British components suppliers. Kevin Eason, Motoring Correspondent, went to one factory to discover how changes to increase output by 70 per cent were identified in just 10 days.

that it is spending more than £600 million annually.

Changing the traditional working patterns of a long established company was not easy. Acco Cables has been a successful manufacturing business since 1906. In 1924, the company started supplying cables to the motor industry, business which is still its main line. The firm lists such leading car groups as Rover, Land Rover, General Motors, Ford and Jaguar among its customers for brake and clutch cables.

However, Mr Young says that the Stourport factory was making products for a long time of "mediocre quality, poor delivery and reasonable prices". Three years after adding Nissan to the

customer list and working closely with it, Acco has "superb delivery and high quality" allied to its already excellent engineering resources.

Mr Young says that the confidence shown by Nissan in its suppliers is crucial to the vast improvements in productivity. In keeping with the Japanese social system, Acco has a job for life providing it hits the demanding quality targets set by Nissan.

Nissan also disregarded the fact that Acco's product was more expensive than components which could be imported from Japan. Instead, Nissan worked with Acco to improve output and thus lower prices. Nissan did not impose its methods but suggested improvements to

12 suppliers, including Acco which was selected for special help because of its executives' willingness to change.

Nissan sent two of its specialists from the Washington factory to examine Acco's assembly line which will make handbrake cables for 70,000 Bluebird cars this year. The specialists were Geordies, well versed in the ways of British industry but trained in Japan. They worked closely with Mr Young and his management team to identify manufacturing problems then left Acco to make the improvements. Mr Young started with an assembly line considered to be working well with two shifts of five operators making 224 cables an hour. Each shift was asked to study the way the others worked, then all the operators were video-taped and allowed to scrutinise the results.

Mr Young said: "They watched the tape and each one spotted where one operator could carry out one operation quicker than another. The result was not

to make massive changes. The operators themselves made minor adjustments that they thought would work better."

The outcome was startling. Productivity is up to 300 cables an hour and will soon peak at 380 an hour. The rate of defects is down from 7 per cent to 1.5 and there are improvements still to come.

Too often, Mr Young says, engineers dream up elegant solutions to manufacturing problems but the gap between management and workforce means the changes are useless because the assembly line workers cannot operate them.

"What we learnt from Nissan is that wholesale changes do not have to be made to make for continuous improvement. Instead, we have bridged the gap between all sections of the workforce so that we all know what we have to do to survive. And surviving is important in the components business at a time when there is bound to be a shake out in the industry," he said.

TONY WHITE

Government contests EC ruling on fishing boats

By FRANCES GIBBS, LEGAL AFFAIRS CORRESPONDENT

THE law lords yesterday embarked on the unprecedented task of putting into effect a European Court of Justice ruling that English courts have power to suspend the operation of an act of Parliament if it is thought to conflict with European Community law.

The Spanish owners of about 70 fishing vessels barred by law from fishing in defiance of United Kingdom quotas are citing the European court judgment in asking the law lords to suspend the operation of provisions of the Merchant Shipping Act 1988 and allow them back in business.

The Spaniards claim that after the European ruling last month, which was claimed to have huge implications for the UK constitution, the law lords must suspend the provisions of the act, which is aimed at protecting the interests of the UK home fleet.

In their judgment, which overruled the Court of Appeal, the European judges held that English courts have power to grant an injunction suspending an act of Parliament

alleged to be in breach of EC law pending a final ruling on the alleged breach by the European Court.

Cecil Parkinson, the transport secretary, represented by Sir Nicholas Lyell, QC, the Solicitor-General, is contesting the application before Lord Bridge of Harwich, Lord Oliver of Aylmerton, Lord Goff of Chieveley, and Lord Jauncey of Tullichettle.

The dispute originally involved about 95 vessels owned by Spanish interests, but David Vaughan, QC, for the owners, said yesterday that about 20 vessels had been sold since the ban on their registration came into force in April 1989. Owners of the remaining vessels are seeking an interim order allowing them to resume fishing, pending a final ruling by the European court, possibly in a year's time, on whether the Government's insistence on imposing "nationality requirements" before their vessels can be registered is a breach of Community law.

In February 1989 the Spaniards' case was referred to the European court by the Queen's Bench Divisional Court, which also ruled that they should be allowed to continue fishing in the interim. However, the following month, the Court of Appeal overturned the interim ruling and barred them from fishing.

When the case reached the House of Lords in May 1989 the law lords decided they needed further guidance from the European court on whether they had power to grant an interim injunction against the Crown.

The recent European ruling that English courts can suspend the operation of national legislation caused an outcry in the Commons. It was seen by many as rewriting the British constitution and providing a route for conflict between Parliament, as law-maker, and the courts, as administrators of the law.

Mr Vaughan said the European court had now removed the sole obstacle to the granting of an injunction and the law lords must grant the vessel owners the interim protection they were seeking. The owners claimed they would suffer irreparable damage and possibly the loss of their livelihood if they could not fish. In answer to Lord Bridge, Mr Vaughan said a large number of the 95 vessels had been laid up since last year. Some had been sold, others had been fishing outside disputed waters and "one or two" had been arrested while fishing, unregistered, in Ireland.

In reaching its conclusion, the divisional court had also considered the Government's evidence of alleged damage to the genuine British fleet and evidence that UK fishing quotas had been exceeded because of the activities of the Spanish-owned vessels.

British fishermen claim "quota-hopping" has cost them millions in lost income. The hearing is expected to last two to three days.

Legal Brief, page 34

Appeal for Scouts to back green charter

By DAVID YOUNG

THE Archbishop of Canterbury and the environmentalist David Bellamy, himself a former member of the Scouts, have called on the 16 million Scouts in the world to back a Green Charter for Youth and to be prepared to protect the world environment.

Dr Robert Runcie and the celebrated botanist urged young people around the world and all religions to unite behind the charter. Professor Bellamy said: "With 16 million Scouts worldwide behind it, we are going to win the environmental race. If we don't, the world will fall to pieces."

Dr Runcie said: "The dry old sticks of my generation are being shown up by the green commitment of the young. They know there is real danger of ecological disaster in their lifetimes."

"All religions of the world can unite in being people of hope. There's always a danger of people being doom and gloom merchants but the religious message is one of hope."

The seven-point action programme, backed by Britain's main Christian denominations, the Jewish faith, the Greek Orthodox Church and the Buddhist order, pledges to recycle resources, safeguard the environment, improve habitats for wildlife, protect the countryside, replant tree cover, contribute to the international awareness of environmental dangers, and care for endangered species. The campaign, devised by Professor Bellamy, is Britain's contribution to World Scout Environmental Year.

The Chief Scout, Garth Morrison, said: "The Soviet youth movement, the Komsomol, is coming to us for help with its organisation and we hope it will learn about our approach to the environment." He hoped that businesses would help to sponsor green initiatives undertaken by Britain's 700,000 Scouts. Scouts have planted 200 trees in the grounds of Lambeth Palace.

Free-market school pay forecast

By DAVID TYTLER, EDUCATION EDITOR

SCHOOLS will soon be operating like businesses, hiring staff they need at salary rates above the national minimum, a right-wing pressure group said yesterday.

Stuart Sexton, who was political adviser to Lord Joseph when he was education secretary, said free market forces would eventually lead to schools setting their own pay scales. Mr Sexton, director of the education unit of the Institute of Economic Affairs, said whatever was decided by John MacGregor, the education secretary, about the restoration of negotiating rights, schools would eventually pay above the national rates to secure staff.

Mr MacGregor is considering how to restore negotiating rights taken away from teachers in 1987 after two years of industrial action. He favours national negotiations but has said he would consider a pay review body if all six unions agreed. The govern-

ment would retain the right of veto and would demand a no-strike agreement.

Mr Sexton was speaking on the publication of a pamphlet written by Doug McAvoy, of the 170,000-strong National Union of Teachers, and Peter Dawson, of the 40,000-strong Professional Association of Teachers, the two union leaders representing divergent wings of the profession.

Mr McAvoy, who was not at the press conference to launch the pamphlet, is in favour of a national joint negotiating council. He says: "Negotiating rights must be restored and the principle of nationally negotiated salary scales must not be undermined. I am firmly opposed to any suggestion that teachers should be deprived of the right to strike. The arrangements made for negotiating their pay and conditions of service and the attitude taken by the employers and the government should be such that the neces-

sity to strike is obviated."

Mr Dawson believes a negotiating body would lead to further industrial action. "There will be those who set out to deliver an agreement that the government will reject and will do it for political purposes. A new negotiating machinery would be used as a political weapon to generate political conflict," he says.

For the past three years teachers' pay has been settled by the government after recommendations from the interim advisory committee but Mr MacGregor is determined to introduce new negotiating machinery for 1991/2. It is unlikely that all six unions will agree on a pay review body. The NUT would never give up its right to strike and other unions do not believe the government would sanction a satisfactory pay review body.

David Hart, general secretary of the National Association of Head Teachers, said:

"We would accept a full pay review body but it is not on offer. We wish it was."

Peter Smith, of the Assistant Masters' and Mistresses' Association, said: "The pay review body is a sideshow and would be nothing more than the Independent Advisory Committee in permanent session. Nobody wants that."

More help is likely to be given to local authorities to reduce truancy in England and Wales, Alan Howarth, schools minister, said yesterday. He told a conference of education welfare officers that the government would consider increasing the annual £2 million grants to local authorities to tackle truancy.

He said: "No amount of innovation will bring any benefit to pupils who do not attend school regularly."

Teachers' Pay (Institute of Economic Affairs, 2 Lord North Street, London, SW1P 3LB; £5)

Leading article, page 15

Lawyer to streamline complaints system

By OUR LEGAL AFFAIRS CORRESPONDENT

SPEEDIER handling of complaints against solicitors and new powers to award compensation up to £1,000 will be part of a new "customer care" approach by the Solicitors' Complaints Bureau for the next year, its new director said yesterday.

Veronica Lowe, aged 39, who takes over the bureau at a time when complaints are running at 18,000 a year, said that one of her main concerns was to ensure a "top-quality, speedy service" for the customer.

One of the main changes under her directorship will be the bureau's new powers to award up to £1,000 compensation in small cases.

A second will be the rule, expected to be approved by the Law Society, that firms must tell clients what their internal complaints machinery is. Mrs Lowe expects that to lead to the firms handling many smaller complaints now dealt with by the bureau. "This is a most important step," she said. "It should leave us free to concentrate fully on the more serious complaints, more quickly."

While solicitors will be encouraged to take charge of their own problem solving, the bureau will aim for a higher profile in advising firms on good professional standards and in dealing with such problems as lack of communication and delay.

Mrs Lowe, who was previously group manager for the Midlands region of the Legal Aid Board, will oversee an expansion in the bureau's work so that it handles not only complaints, but also enquiries from the people wanting solicitors' bills assessed. "We are moving to a system, so that all the enquiries, which go to the Law Society, will instead come to us," she said. The bureau's title is expected to be changed to reflect that wider role.

Another development is likely to be an extension of conciliation schemes being tested in East Anglia, Leeds and Hertfordshire. Under these, complaints are dealt with face-to-face before a solicitor on a special local conciliation panel.

The bureau is funded by the Law Society, which last year gave it £7.3 million.



Dr Runcie and David Bellamy at Lambeth Palace yesterday for the launch of the Scouts' Green Charter for Youth

Woman is run down by train and lives

BRITISH Transport Police were yesterday searching for a woman who was apparently run over by a high-speed express train and then walked away.

The woman, believed to have been attempting suicide, lay down between the tracks in front of an InterCity 125 travelling through Baglan, West Glamorgan, at 100mph, on its way from Swansea to Paddington.

The driver stopped the train about a mile further down the line, and looked for a body. The woman, however, had vanished. Some coins, a skirt and a key were later found.

Inspector Steve Nancarrow said yesterday: "The train must have caught and ripped off her clothing but amazingly, we believe, left her unhurt. The woman must have left the scene immediately afterwards. We fear it was a suicide attempt. We must find this lady before she tries it again."

The woman was described as middle-aged to elderly, dressed in green and carrying a dark-coloured coat.

Damages for injured girls

A GIRL who was seriously brain damaged when she was hit by a car yesterday awarded £380,000 agreed High Court damages. Theresa Miles, now aged 17, of Walberton, West Sussex, was 11 when the accident happened.

● Sonia Santos, aged nine, of Clapham, south west London, won £545,000 from West Lambeth Health Authority yesterday after suffering brain damage at birth through lack of oxygen. She was born at St Thomas' Hospital, Lambeth.

Woman set ablaze

A WOMAN was severely burnt yesterday when petrol was poured over her and set alight. She was taken by helicopter to the burns unit at the Woolwich Military hospital, south London.

Police said the incident, at Burgess Hill, West Sussex, was being treated as attempted murder. A man was last night being questioned.

Poll tax charges

Hundreds of people in Margaret Thatcher's home town of Grantham, Lincolnshire, are being taken to court for non-payment of poll tax. A special court is to be held in the town on July 13.

That's cricket

Villagers at Stedham, West Sussex, had their work out after challenging Kerry Packer, the Australian entrepreneur and local landowner, to a game of cricket. Mr Packer's team, which won by 59 runs, included Imran Khan, Clive Lloyd and Tony Greig.

Owl warning

An Eagle Owl with a five-foot wingspan which escaped during a display at Long Eaton, Derbyshire, could attack domestic pets, police said yesterday.

Old gold stolen

The 600-year-old gold badge of office of the deputy mayor of Northampton Josef Raca has been stolen from his home.

Shelduck watch

Birdwatchers are arriving in Gloucestershire to see the largest group of Shelduck to have gathered on the Severn estuary.



A preparatory study of 1522 newly attributed to Rosso Fiorentino for his Florentine altarpiece, The Madonna and Child Enthroned with Saints, which fetched £40,000 at Sotheby's London yesterday

Giotto 'catapulted' back into space

By NICK NUTTALL, TECHNOLOGY CORRESPONDENT

EUROPEAN scientists yesterday achieved a world first in space flight by catapulting Giotto, the space probe that four years ago swept past the eye of Halley's Comet, out of the Earth's gravitational field towards a target 126 million miles away.

Officials at the European Space Agency's operations centre in Darmstadt, West Germany, announced that at 12.01 local time the probe, which was 136,000 miles above the planet, was successfully redirected to intercept Comet Grigg-Skjellerup in two years.

The feat marks the culmination of four

years of planning by ESA scientists who, instead of abandoning Giotto after the Halley fly-past, put the ship's systems into "hibernation" and began scheming a further mission. Several British experiments, including some from Sheffield and Kent universities and University College London, are on board.

Comet Grigg-Skjellerup, named after the New Zealand and South African scientists who observed the heavenly body in 1909 and 1922, was identified as a feasible target after it was established that the probe and the comet's orbits would cross near the Sun in July 1992. By catapulting Giotto, scientists believe they will bring the probe within 600

miles of the comet. The manoeuvre was made possible by a slight alteration in February of the craft's trajectory and a fortunate surfeit of fuel. Two of the craft's nine on-board experiments were damaged during the initial mission and the probe's camera, which took spectacular pictures in 1986, is also not working.

Nevertheless, the space agency believes that the extended mission will still provide valuable insights into the dust and gas clouds, magnetic fields and particles that surround such comets.

After yesterday's "slingshot" the craft will again be shut down to cut costs until 1992 when scientists plan to reactivate the ship with a powerful radio signal.

مكرا من الاعمال

No actor gets into 'The Bill' until he's been out on the beat.

Before De Niro starred in 'Raging Bull' he took boxing lessons.

Before Hoffman made 'Tootsie' he went out on the street in women's clothes.

And before any actors get parts in 'The Bill', we like to send them out on the beat to experience life in the police force.

It's not that we're devotees of method acting.

It's just that we believe there's no substitute for experiencing the real thing - if, that is, you want to portray the real thing.

When we started the programme in 1984 we felt strongly that there were too many glamorised cop shows on TV.

Today there still are; but 'The Bill' is not, nor ever has been, one of them.

It's about police work. Not policemen's or women's love lives.

And it depicts what life on the force is really like, not some exquisitely lit Armani-clad fantasy.

The overall effect is rather like

that of a documentary seen from the police point of view.

You'll seldom, if ever, see the 'Bill' team pitting their

culture. We also expect the same of our writers.

Of course, none of this 'TV-verité' would be of any consequence if the sets or locations were less than convincing.

Which is why we built our own fully operational police station.

But is our policy of total realism - what we call beat credibility - really worth the effort? That, of course, is for you the viewer to judge.

(With a regular audience of around 13 million, it would appear to be paying off.)

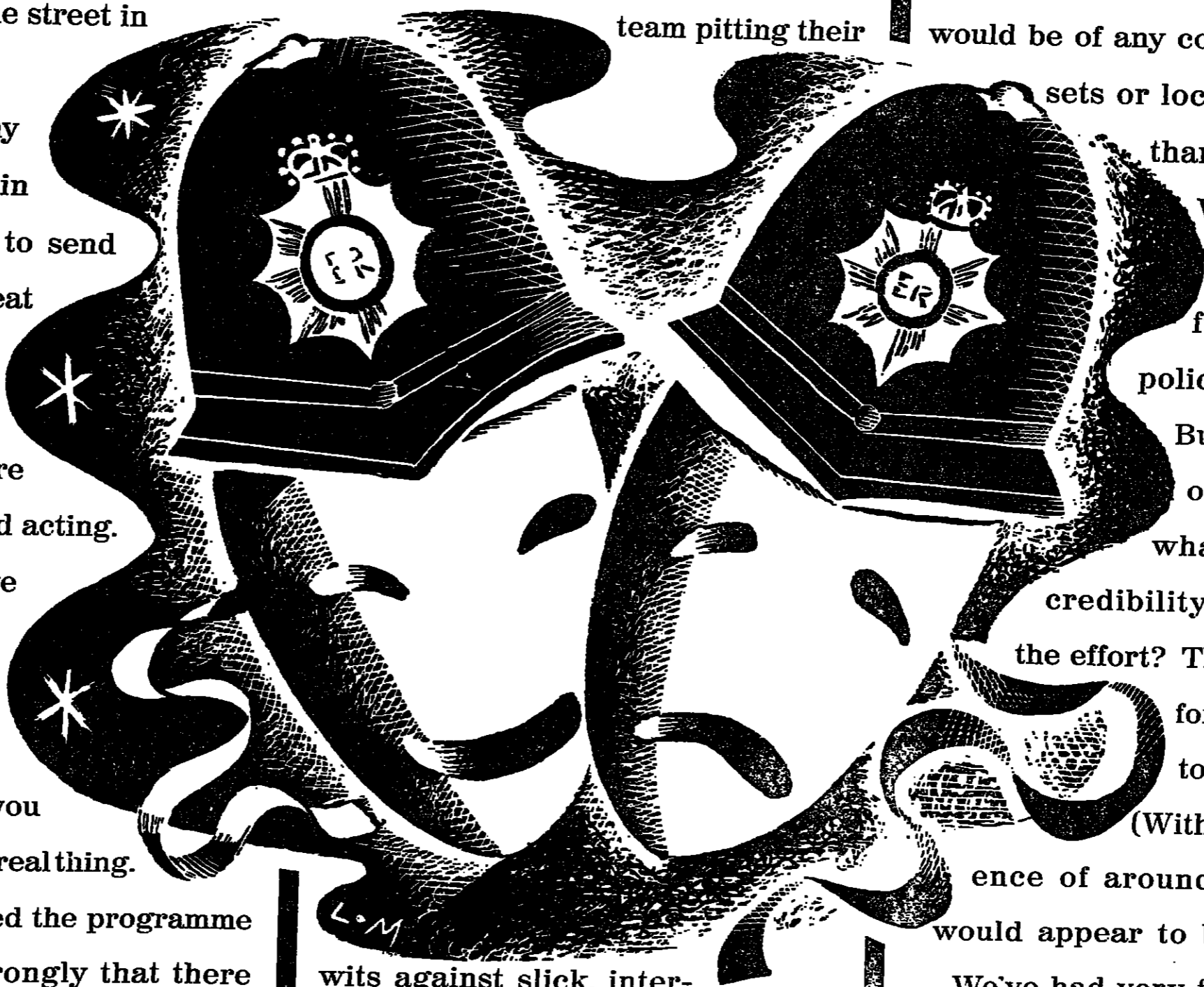
We've had very few complaints from the police themselves.

In fact, many of them are dedicated 'Bill' watchers.

So the next time you see WPC Ackland, PC Quinnan or PC Garfield walking the beat on the box remember, they've already been there.

And just like genuine bobbies, they've got the blisters to prove it.

THAMES. A TALENT FOR TELEVISION.



Woman is run down by train and lives

BRITISH Transport Police were yesterday warning a woman who was almost run over by a train on a Paddington.

The woman, believed to have been attempting to lay down a bag in the front of an incoming train, was travelling through the West Gloucestershire area on its way from Paddington.

The driver stopped the train about a mile from the line, and looked for the woman. She was not seen. The woman, who was wearing a dark coat and a hat, was last seen walking away from the train.

Inspector John Smith said yesterday that the woman must have been in the area of the train when it was stopped. He believed the woman was in the area of the train when it was stopped. He believed the woman was in the area of the train when it was stopped.

Damages for injured girls

A GIRL brain damaged by a car accident has been awarded High Court damages of £100,000. The girl, who was 14 at the time of the accident, was injured when she was hit by a car. The car was driven by a man who was 18 at the time of the accident. The man was found guilty of driving without due care and attention.

Woman set ablaze

A WOMAN was set on fire yesterday when she was hit by a car. The woman, who was 45 at the time of the accident, was injured when she was hit by a car. The car was driven by a man who was 18 at the time of the accident. The man was found guilty of driving without due care and attention.

Body found

A BODY was found yesterday when it was discovered in a field. The body, which was found by a dog, was identified as that of a man who had disappeared several days ago. The man was 30 at the time of his disappearance.

Poli tax cheat

A MAN who was charged with tax evasion has been found guilty. The man, who was 40 at the time of the trial, was charged with evading tax of £10,000. He was found guilty of the charge and was sentenced to a year in prison.

That's sick

A MAN who was charged with sexual assault has been found guilty. The man, who was 25 at the time of the trial, was charged with sexual assault on a woman. He was found guilty of the charge and was sentenced to a year in prison.

Owl warning

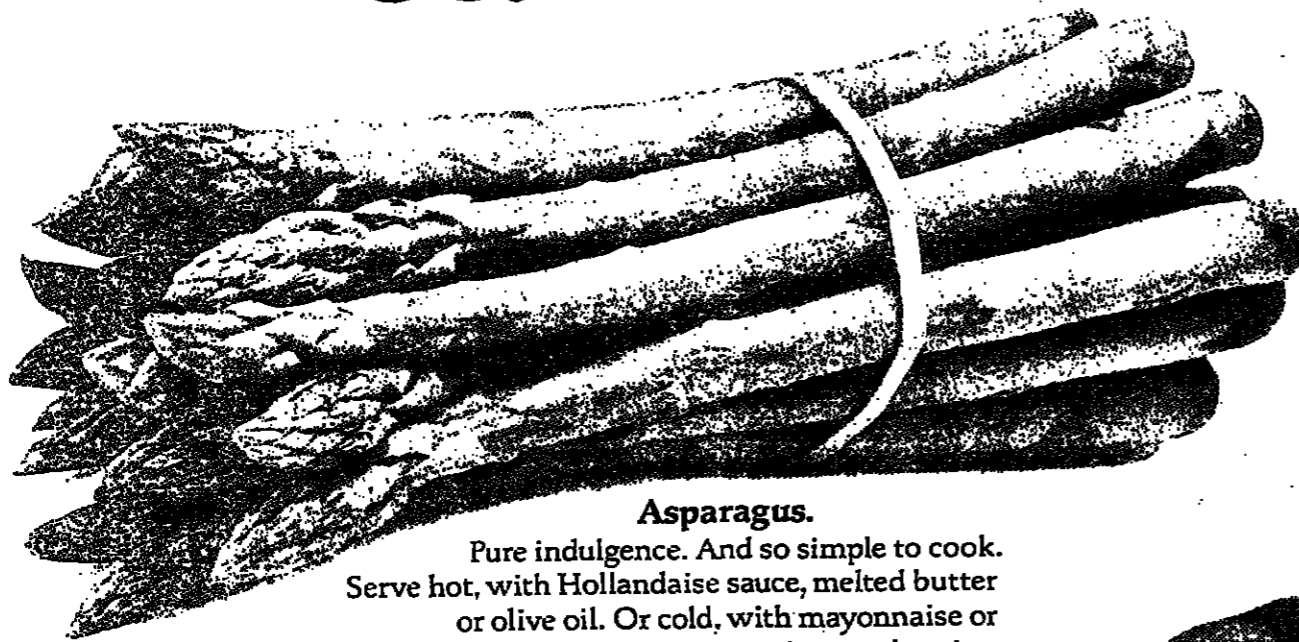
A MAN who was charged with sexual assault has been found guilty. The man, who was 25 at the time of the trial, was charged with sexual assault on a woman. He was found guilty of the charge and was sentenced to a year in prison.

Old gold sale

A MAN who was charged with sexual assault has been found guilty. The man, who was 25 at the time of the trial, was charged with sexual assault on a woman. He was found guilty of the charge and was sentenced to a year in prison.

Shelduck

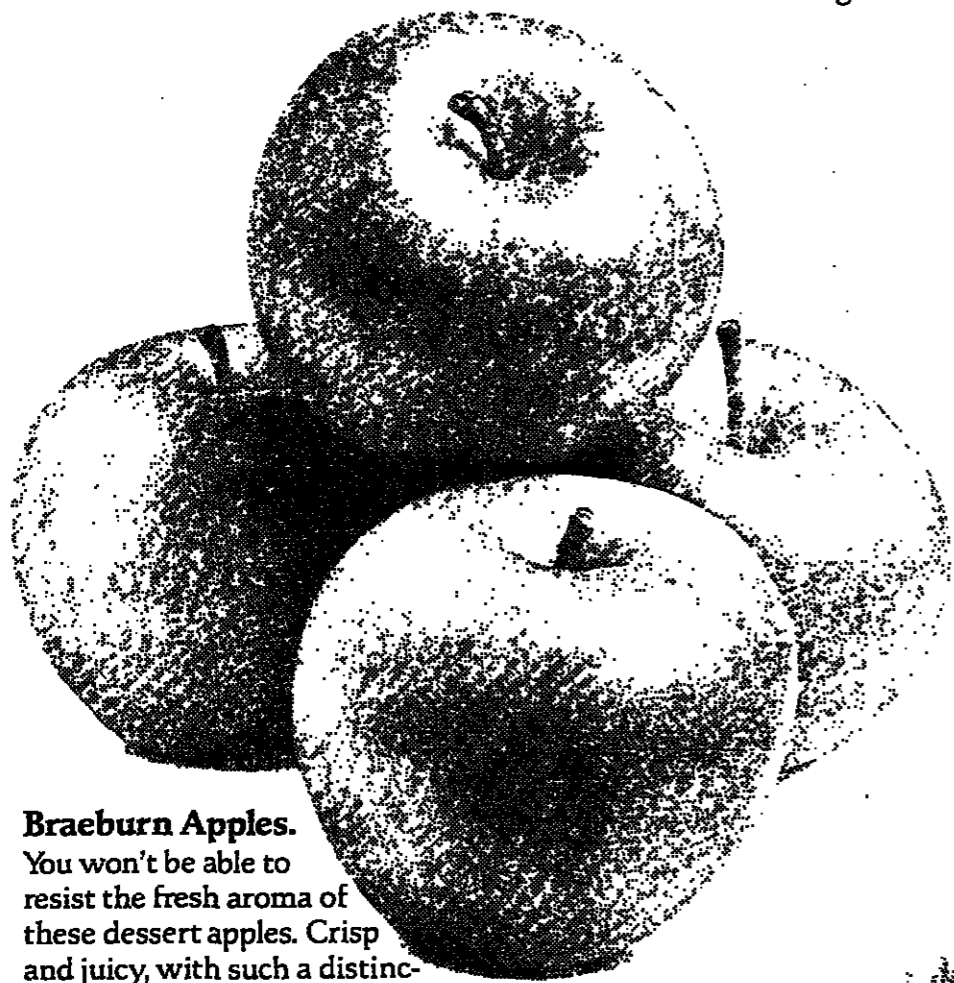
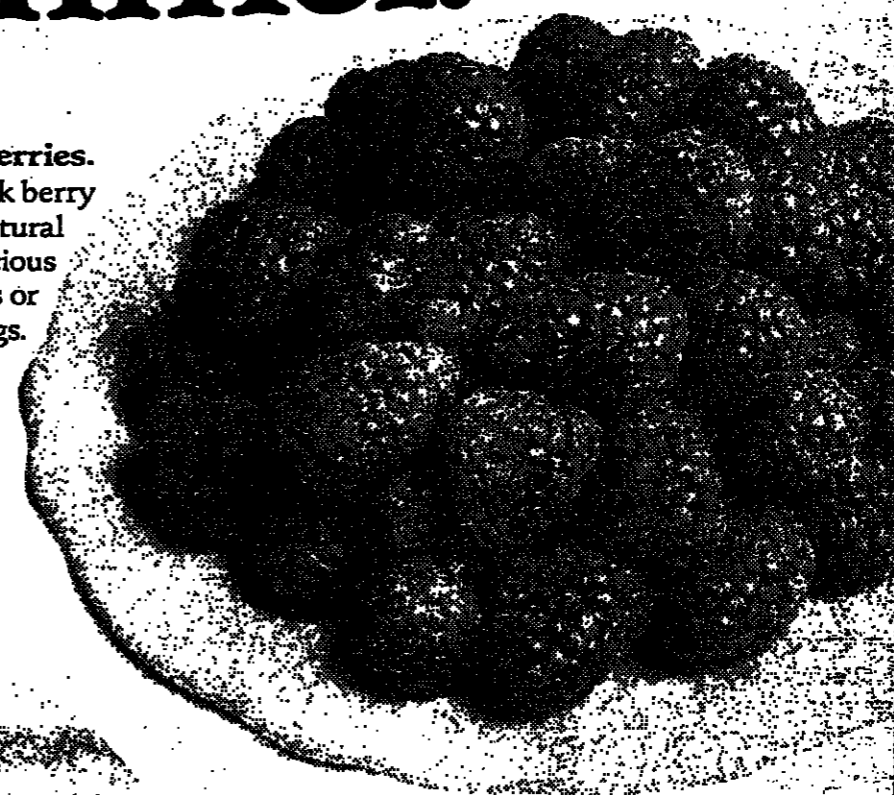
With Sainsbury's, one swallow can make a summer.



Asparagus.

Pure indulgence. And so simple to cook. Serve hot, with Hollandaise sauce, melted butter or olive oil. Or cold, with mayonnaise or vinaigrette dressing.

Raspberries.
A delicate deep pink berry with a sharp natural flavour. They're delicious in fruit salads or perfect in pie fillings.



Braeburn Apples.

You won't be able to resist the fresh aroma of these dessert apples. Crisp and juicy, with such a distinctive flavour, they taste even better than you ever expected.



Charentais Melons.

Distinctive in appearance the Charentais melon is grown in the French province of La Charente. Inside, it has a succulent orange flesh which is sweet to taste and full of flavour.

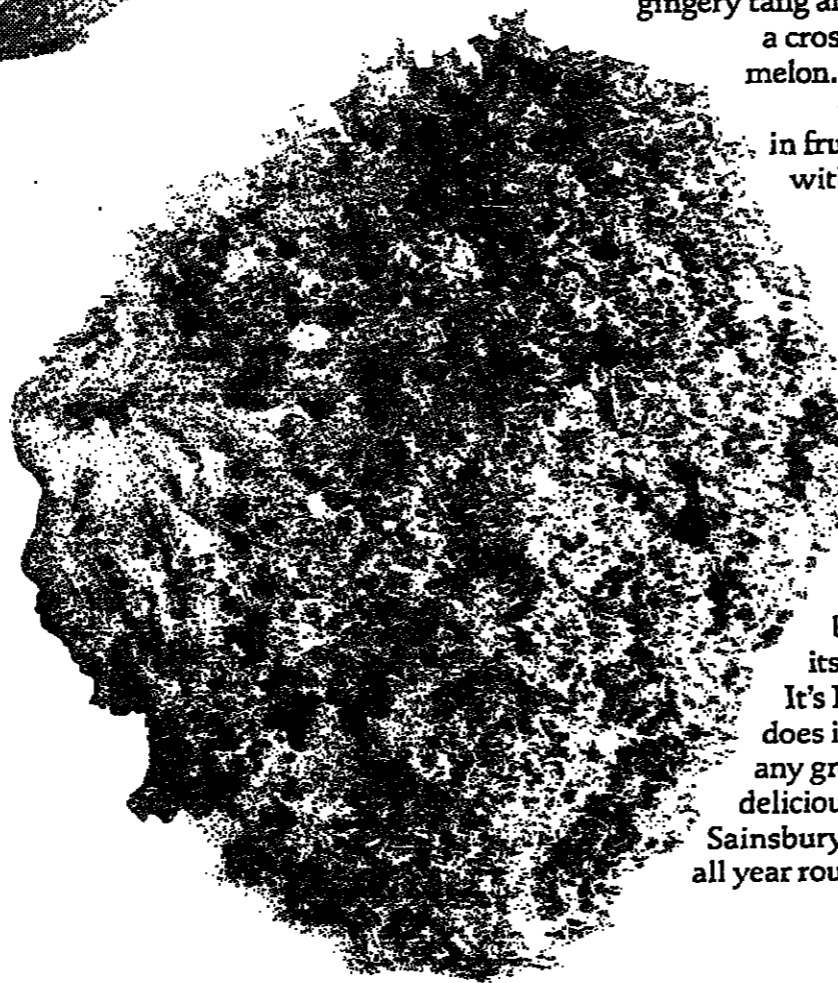
Mangoes.

This exotic fruit has a subtle gingery tang and has been described as a cross between a peach and a melon. It's rich in vitamin C and is delicious in fruit salads, served with Parma ham or used to make sauces and jams.



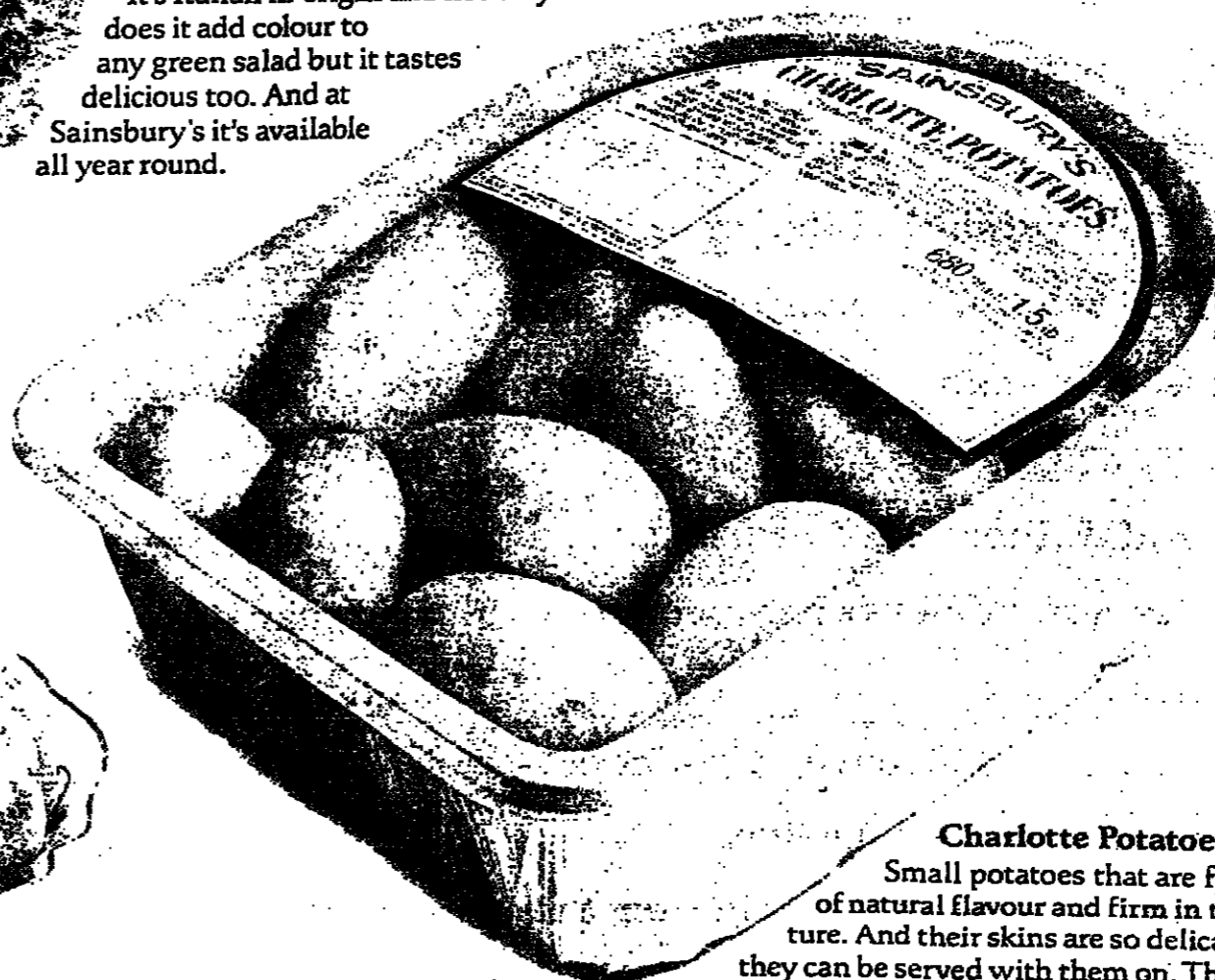
Lollo Rosso Lettuce.

This lettuce isn't blushing because it saw the salad dressing, its leaves are naturally red. It's Italian in origin and not only does it add colour to any green salad but it tastes delicious too. And at Sainsbury's it's available all year round.



Cherry Tomatoes.

Small in size but full of flavour, our cherry tomatoes are sweet and juicy. They're perfect for salads and decorating cold dishes. You'll find them at Sainsbury's all year round.



Charlotte Potatoes.

Small potatoes that are full of natural flavour and firm in texture. And their skins are so delicate they can be served with them on. They taste delicious hot with a knob of butter, or cold in salads.

Sainsbury's Summer Living.

ALL MERCHANDISE IS SUBJECT TO AVAILABILITY. SOME LINES ARE AVAILABLE AT LARGER BRANCHES ONLY

مكزامن التجميل

Newton
denies
dole
sell-off

Research on
teenagers

Homes advice

£1bn arts plan

Football law

Whip vote

Parliament today

Civil ser
to be

SO LONG as the members
were observed, the members
of civil servants and a number
of them should be available for
their retirement, to the present
senior, Richard Lane, who is
size minister, said during a
question time.
He was told by one Conservative
MP that concern about
the subject was not confined to
Opposition MPs.
Mr Lane said that he had
plans to revise the rules governing
the appointment of retired civil
servants to senior positions in
departments with whose activities
they had dealt during their
public service careers. The rules
were kept under review, and had
been revised last year.
Alan Beale, civil service
spokesman for the Labour
government, said that it was
wrong for civil servants to be
banned from certain jobs for two
years when the ministers who
resigned their advice and other
related it were not in the

Leaders
over ER

By PHILIP WEBSTER, CHIEF
LABOUR former cabinet minister
said yesterday of sweeping under the
carpet into the exchange
system.
Peter Shore said Labour has
agreed to negotiate the point
The Labour leadership's main
opposition on the left and right
at the launch of Westminster
Labour government would be
without the approved safeguards
other a currency reserve crisis
The editor of the pamphlet,
the names involved in uncoordinated
Mr Shore said: "The serious
into the ERM which the last year
largely under the carpet.
He emphasized the danger to
Labour's economic supremacy
year were less reliance on ERM
operation between central bank
policy and entry by the pound
coupled that British goods be

Newton denies dole sell-off

Newspaper reports suggesting that the government is to privatise unemployment benefit were dismissed by Tony Newton, social security secretary, at question time.

He said that the reports were based on one pamphlet from one body, the Adam Smith Institute, and there was "no basis" for the suggestion.

Research on teenagers

The government intended to commission independent research into the operation of income support and Youth Training Scheme provision for people aged 16 and 17, it was announced in the Lords. Lord Henley, a social security junior minister, said details would be announced soon and the research would be ready by early next year.

The announcement came during discussion of amendments to a third reading of the Social Security Bill. The bill was read the third time.

Homes advice

The Home Office is conducting a study with the Metropolitan Police to establish recent trends in arrests of homeless people and how the police might be helped to identify accommodation and other services to which homeless people can be referred, Peter Lloyd, under-secretary, Home Office, said in a written reply.

£1bn arts plan

The government's response to the suggestion of a £1 billion plan by Peter Palumbo, chairman of the Arts Council, to restore key historic and cultural buildings will be given by Richard Luce, the arts minister, during tomorrow's debate on the arts and heritage, he told MPs.

Football law

Parliament may be asked in the next session, in the light of Lord Justice Taylor's Hillsborough report, to make illegal at football matches the throwing of missiles, chanting of racial or obscene abuse, and touting for ticket sales without the permission of the home club.

Whip vote

Labour peers are voting this week to decide whether Lord Carter or Lord Graham of Edmonton will become Opposition whip in the Lords after the death of Lord Ponsonby. The result will be announced on Thursday.

Parliament today

Commons (2.30): Questions: Health; prime minister. Debates on Opposition motions on schools and on housing. Lords (2.30): Enterprise and New Towns (Scotland) bill, committee, first day.

East needs hundreds of billions, MPs told

HUNDREDS of billions of pounds will be required to reorganise the economies of Eastern Europe and some of the money will have to come from the resources of those countries, David Howell, chairman of the Commons foreign affairs committee, told MPs yesterday.

Opening a Commons debate on aid for new democracies in Eastern Europe, he said that the Soviet Union would have to stave off its new political order and could make use of Western assistance.

At present, such aid would be a waste, providing only a temporary cushion before the whole economy continued its downward path to penury.

Mr Howell said that the first requirement for the Soviet Union was currency and financial reform. What was needed, and where it could receive assistance from the West, was the creation of a hard currency with the rest of the world. That was its only hope, but that would require vast international effort and support.

"That is the basis and the only basis upon which one can get economic growth and reform going. Without a hard currency there is little hope of the Soviet Union checking its downward slide."

The suggestion that billions of dollars of aid should be given to the Soviet Union now might sound good rhetoric, but it would not have much effect.

If democratic development in the Soviet republics failed and the Soviet Union was allowed to stave off its problems by tribal wars that would affect Western Europe.

Ann Clwyd, Labour's spokeswoman on development and co-operation, said that in Eastern Europe today there was excitement, uncertainty, some chaos, but everywhere hope.

The United Nations Economic Commission for Europe had looked at a possible "Marshall plan" for Eastern Europe, costing some £17 billion a year for four years, and in January the European Community outlined a programme costing about £14 billion.

"It is a tragedy that sums of this order seem to be too big and too challenging for the present government and the prime minister to take on board. The pace of change is simply too much for them. The prime minister, in particular, is out of 'sync' and out of sympathy with the needs and challenges of the age in which we now live."

It was important that aid, in the form of grants, know-how, equity-financing, joint ventures or balance of payments support, should be targeted carefully.

The government should give an assurance that aid to Eastern Europe would not be at the expense of the third world, not just in this year, for which there had been assurances, but in the years to come.

The immediate provision of credit to the Soviet Union could obviously help President Gor-

E EUROPE AID

bachyev to buy time for perestroika. "The sooner that Britain and other countries seek to bring the Soviet Union into the orbit of the world's financial communities, the better."

The prime minister, who had talked of aid once structural reform had taken place, failed to grasp that a house could be built only if the bricks were provided in the first place.

Poland and Hungary faced "awesome problems" servicing debt repayments. It would be all but impossible for Poland to succeed unless some of its debts were written off.

David Owen (Plymouth, Devonport, Ind SDP) said that the dynamism behind the integration of the two Germanies had been amazing.

None of them could be certain that Poland, Hungary and Czechoslovakia, which had made a commitment to democracy, would succeed. That they should succeed in making the transformation was of fundamental importance, but he had seen no thrust to business democracy in those countries.



Children from homeless families making their point during a demonstration at the environment department in London yesterday

Tory peers attack RSC

ROYAL Shakespeare Company productions were criticised by two Conservative peers during questions in the Lords.

Lord Beloff (C) said that if the company put on Shakespeare properly it would attract large audiences and, perhaps, be able to do without subsidies.

Lord Nugent of Guildford (C) agreed. "As a regular Stratford-goer for many years, I have observed that some of the young producers produce productions which are so unconventional that they become a stand-up of the play itself and spoil the basic attraction of the plays."

Lady Trumpington, a government spokesman on the arts, said that this was a matter for the board of management of the Royal Shakespeare Company. The arts were booming as never before. Annual attendances at subsidised performances in England had increased from more than seven million in 1984-85 to more than nine million now.

Private sponsorship of arts bodies provided additional resources and was not a replacement for state money from the Arts Council.

The Arts Council grant was above the rate of inflation. Royal Shakespeare Company funding was a matter for the council which, this financial year, had given the company an extra 11 per cent, taking its grant to more than £6 million. "Every organisation must operate within the resources available to it."

Welcome for pact on ozone layer

ENVIRONMENT

THE outcome of the conference on the ozone layer held in London last week was warmly endorsed by Bryan Gould, shadow environment secretary, in the Commons. He pledged Labour support for government measures to reduce the use of chlorofluorocarbons (CFCs).

His comments came after MPs had heard a statement from Christopher Patten, the environment secretary, outlining the decisions of the conference which he had chaired.

Mr Patten said that the conference, a follow-up to the Montreal protocol on the phasing out of CFCs, marked an important step forward in the effort to deal with the ozone problem.

The decisions had marked a unique achievement in environmental diplomacy. Never before had the international community reached agreement on such a package.

"It brings together tight controls on chemicals which have previously played a vital role in our economic development, financial support for developing countries and a commitment to helping those countries adopt and adapt to the new technology that has to be employed in making and using substitute chemicals."

"The fact that nearly 60 countries from the developed and developing world succeeded in reaching agreement on this issue, and that the Indian and Chinese delegations said that they would recommend to their

governments that they join the protocol, marks a new phase in international co-operation on major environmental issues.

"I believe that, having reached agreement on the ozone problem, we can now move on and try to reach agreement on the other, more difficult, environmental problems that we face, such as global warming."

Mr Gould said he welcomed the fact that the principle of financial help for the third world had been established. Welcome though the agreement was, it would not of itself save the ozone layer.

Mr Patten said that it would probably take the next half century to save the ozone layer. Under the previous protocol they were talking about an increase in chlorine in the atmosphere rising between now and 2040. Under the new, tighter, protocol they were talking about an increase that would peak at just above its present level in 1997 and fall to below the present level after 2040. It might be possible to achieve a better outcome than that.

● Britain's contribution of up to \$15 million (£8.6 million) to help developing countries to meet their obligations under the protocol will be separate from the aid budget. Lynda Chalker, the overseas aid minister, said in a written reply.

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Civil servants not to be barred

SO LONG as the proprieties were observed, the talents of senior civil servants and ministers should be available, on their retirement, to the private sector, Richard Luce, civil service minister, said during question time.

He was told by one Conservative MP that concern about the subject was not confined to Opposition MPs.

Mr Luce said that he had no plans to revise the rules governing appointment of retired civil servants to senior positions in companies with whose subject area they had dealt during their public service careers. The rules were kept under review, and had been revised last year.

Alun Beith, civil service spokesman for the Liberal Democrats, said that it was strange for civil servants to be barred from certain jobs for two years when the ministers who received their advice, and often rejected it, were not in that

position and could take posts in industries that they had privatised.

Mr Luce said that he was not directly answerable on the subject of posts for ministers, but he went along with the view expressed by Margaret Thatcher and Lord Wilson of Rievaulx, the former prime minister, that it should be up to the good sense and discretion of ministers when they retired.

Robert Rhodes James (Cambridge, C): "Concern on this matter is not confined to the other side of the Commons, particularly in relation to civil servants who have received considerable salaries and pensions. They have to be careful about their relationship with the private sector after retirement from the public sector in which they received important and confidential information."

Mr Luce said that he was anxious that the best possible safeguards should continue.

Leaders criticised over ERM entry

By PHILIP WEBSTER, CHIEF POLITICAL CORRESPONDENT

A LABOUR former cabinet minister accused the party leadership yesterday of sweeping under the carpet conditions set last year for British entry into the exchange-rate mechanism of the European monetary system.

Peter Shore said Labour had been "wisely talking about its eagerness to negotiate the pound's entry into the ERM".

He accused the party of making seriously unrealistic statements. The Labour leadership's enthusiasm for the ERM has provoked opposition on the left and right of the party. Mr Shore was speaking at the launch of a pamphlet from the Labour common market safeguards committee which gave a warning that a Labour government would court disaster if it joined the ERM without the approved safeguards, risking severe deflation, with either a currency reserve crisis or unemployment.

The editor of the pamphlet, Lord Jay, another Labour former minister, said: "It is time the Labour movement debated seriously the issues involved in unconditional entry into the ERM."

Mr Shore said: "The serious and detailed conditions for entry into the ERM which the last annual conference approved have been largely swept under the carpet in recent debates."

He emphasized the danger to Britain's prosperity of a permanent, fixed exchange rate "which is really just a way of making sure of German economic supremacy". The safeguards committee said Labour's conditions for ERM entry approved by the conference last year were less reliance on interest rate adjustment and more on co-operation between central banks, a co-ordinated EC-wide growth policy and entry by the pound at a rate and on conditions that ensured that British goods became and remained competitive.

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Kremlin hint at solution to dispute on Kuril Islands

From NICHOLAS BEESTON IN MOSCOW

NEARLY 45 years after Soviet troops seized the Kuril Islands in the Pacific Ocean, from Japan, there are growing signs in Moscow that the Kremlin may be prepared to strike a deal with Tokyo over their disputed sovereignty.

A recent article in *Pravda*, by one of the leading commentators in the Soviet press, Vsevolod Ovchinnikov, has suggested turning the strategically important islands into an economic free zone.

"Only a mutually acceptable compromise can help find a way out of the deadlock," wrote Mr Ovchinnikov on Sunday.

"Why not transfer the islands of Iturup, Kunashir, Shikotan and Habomai under UN trusteeship by proclaiming them a special economic zone jointly owned by the Soviet Union and Japan."

The islands, located within sight of Japanese territory, are seen as the main obstacle to improvements between the Soviet Union and Japan.

Moscow has established a vast military complex on the islands with air and naval facilities, but in the current atmosphere of disarmament the complex is proving an increasing liability.

In particular, Moscow desperately needs foreign investment to help its flagging economy through its transition to the free market.

Healthy trade relations with Japan will be key to the Soviet economy's long-term performance in foreign trade, but Moscow knows that it will never attract the full technical and financial investments it needs while the dispute over the islands remains unresolved.

Although there are very few Japanese still living on the islands, the issue is a point of great public pride in Japan, which holds an annual national day to mark its seizure.

In August 1945 Soviet airborne forces seized the islands, which Japan has claimed are being held illegally. The subsequent dispute has prevented the two countries from signing a peace

treaty formally ending hostilities.

Although officially the Soviet foreign ministry has denied that a compromise solution involving joint sovereignty is being considered, privately Soviet officials said Moscow would be prepared to consider reducing their forces.

Private talks are expected to take place between the two sides ahead of President Gorbachev's visit to Tokyo early next year, the first time a Soviet leader will have visited Japan since the second world war.

● TOKYO: Japan has responded with a diplomatically curled lip to the suggestion from Moscow. (Joe Joseph writes)

A Japanese foreign ministry spokesman said last night: "Japan does not regard this as a matter for negotiation with the Soviet Union. Our position is that we must have all four islands returned at the same time."

If anything, Japan sees less reason to soften. Tokyo feels that Moscow is desperate enough for Japanese cash and investment to concede first, perhaps soon.

Japan's ruling Liberal Democratic Party has made it an important element of cold-war politics that there would be no normalization of relations with the Soviet Union until the situation over the islands is resolved. However, they could now be of little value to Japan, given their barren nature and the presence of a large number of Soviet citizens on them.

The Japanese government has, meanwhile, pushed itself into a corner by insisting on nothing short of full sovereignty and gone to great lengths to impress this on the Japanese public, who might thus be puzzled by anything less than a full retrieval.

It is hard to foresee a real economic role for them while the Japanese government and industry take such a negative view of the prospects of success for Mr Gorbachev's economic reforms.



An anti-communist demonstrator being dragged away from Red Square yesterday at the start of the congress

Cossacks are regrouping for peaceful cultural comeback

From NICHOLAS BEESTON IN MOSCOW

IN ANY other period of Russian history, the sight of 250 Cossack leaders, dressed in their military tunics and meeting in Moscow, would have meant trouble for someone.

The reputation of these frontiersmen may have lost some of its mystique since their exploits were recounted in Sholokhov's *And Quiet Flows the Don*, and Gogol's *Taras Bulba*. But this week, for the first time since they were sent to labour camps and forcibly relocated under Soviet rule, the Cossacks are being allowed to make a peaceful comeback as part

of the renaissance of Russian culture and tradition. The leaders of the Cossack communities in the Caucasus and Black Sea in southern Russia, and the Urals and Siberia to the east, may have lost some of their warrior instinct since the days when they hunted down Napoleon's invading army, but the uniforms, fur hats and chest-length beards remain.

Two young Cossacks, who appeared on evening television, even presented themselves in the white uniforms of the Tsarist guard, complete with sabres and cockades.

The Cossacks are a native

Russian people who emerged in the 16th century when they abandoned mainstream society and set up military-style communities on the fringes of the Russian empire.

Devout upholders of the Orthodox faith, their cavalry squadrons were at the forefront of Russian colonial expansion and they became the most feared soldiers of the empire.

By the 18th century they had become the tsars' most distinguished mercenaries. They fought with particular distinction against the Austro-Hungarian forces in the first world war. In the Russian

revolution, they largely remained loyal to the tsar and thousands were forced to flee the country or stay in their communities and face purges under Stalin in the 1930s.

So great was their hatred for the Bolsheviks that, during the second world war, tens of thousands joined the Russian Liberation Army, supported by the Germans against the Soviet Union.

Today their ambitions seem more modest. The new *ataman* (chief) of the Union of Cossacks called for the return of Cossack émigrés. One of the most famous in the West was the late actor Yul Brynner.

Gorbachev says Politburo has made mistakes

From ASSOCIATED PRESS IN MOSCOW

The following are excerpts from the first half of President Gorbachev's speech to the 28th Communist party congress:

PERESTROIKA

THE Soviet citizen of today no longer accepts what he meekly tolerated in the past. He reacts with understandable alarm and anger to the negative phenomena that, like foam on the surface, accompany the turbulent and basically healthy process of perestroika.

A clear and well-founded answer to the question why this has happened is important for formulating conclusions as to what should be done next and how it should be done. It is also essential in order to fortify people's faith in perestroika. After all, voices can now be heard — even more so than in the past — that perestroika is to blame for all our present troubles.

In speaking of all this, comrades, I certainly do not want to mitigate assessments or conclusions concerning the activities of the central committee, the Politburo, the communists working in the party, or government and economic bodies in the republics, or locally.

We have inherited a heavy legacy. The deplorable state of our lands and economy and the disastrous state of the energy sector ... are not the result of recent years.

There are many things we could have foreseen and there are negative processes, above all, in the economic and social spheres, in inter-ethnic relations, in the sphere of culture and ideology, whose development we could have prevented.

The Politburo does not deny its responsibility for these errors.

We must analyse the situation, and we must see what revolutionary transformations will be made, because the USSR is rapidly becoming a second-rate power.

THE ECONOMY

Improvement of the Soviet economy depends to no small extent on how it integrates in the system of the international division of labour. And the

main thing is to work for the convertibility of the rouble. This should not be put off.

At present, the government is drawing up proposals for the entire set of problems related to economic activity abroad. This applies to expanding ties with capitalist countries, and going over to world prices and settlements in hard currency ... This also concerns revision and introduction of correctives in our co-operation with Third World countries.

BUREAUCRACY

We are being directly opposed by the bureaucratic sector of the population.

If we do not overcome the resistance of such workers, and there are many in management structures, the situation will worsen.

SHORTAGES

I would subscribe here to everything that is said on this subject and express solidarity with the most scathing criticism. But just fanning emotions will not increase the amount of goods. Yet at the same time, the situation on the consumer market, far from becoming less strained, has in many cases grown more acute and become intolerable.

In any case — and this should be admitted — the consequences could have been less painful if the government had approached the economic reform comprehensively, and had managed to stand up to the pressure of various industries and the old managerial structures that sought to ... maintain command of administration.

ETHNIC STRIFE

At present, as we embark on a succession of deep ongoing changes in our multinational state, we need tranquillity, peace and co-operation in the interests of all nations. I hope that this appeal of our congress will be heard in all parts of the country.

What we lived through and reflected upon in recent times, has caused us to realise that the updating of the union cannot be confined to mere, even though highly considerable, extension of the rights of the republics and autonomous units. What we need is a real union of sovereign states.

World Bank opens office in Poland

Warsaw — The World Bank yesterday opened an office in Warsaw — its first in Eastern Europe — to administer its lending programme to Poland, and announced a \$250 million (£144 million) loan to help increase energy production and conservation (Our Correspondent writes).

Willi Wapenhans, the vice-president, said the office would provide technical assistance and advice on policy, lending operations, coordinating external financial assistance and promotion of direct investment by Western firms.

On January 1 Poland inaugurated its "big bang", a stringent economic stabilisation programme designed to restructure its inefficient economy. It included wage and price freezes which halted triple-digit inflation, but resulted in a 30 per cent decline in the standard of living and increased dissatisfaction among the population. Mr Wapenhans said the World Bank was exploring the possibility of establishing similar missions in other East European countries.

Iran thank-you snubs Britain

Nicosia — President Rafsanjani of Iran has sent thank-you messages to more than 70 heads of state who expressed sympathy or offered help after the recent earthquake. But the list reported by the Iranian news agency, Irna, excluded leaders of such countries as the United States, Iraq, Saudi Arabia, Britain and Egypt, traditional antagonists which have no diplomatic relations with Iran but joined dozens of other countries in sending relief supplies.

Irna said a seven-year-old girl, rescued after six days under the rubble of her devastated village, came out of a coma yesterday after undergoing brain surgery. (Reuters)

Roh plans visit to north's allies

Tokyo — President Roh Tae-woo of South Korea is to make unprecedented visits to China and the Soviet Union this year in line with his policy of rapprochement with the communist bloc.

The *Sanki Shimbun* newspaper said Peking and Moscow had basically agreed to the visits, but would not announce them officially until the last minute to avoid angering their veteran hard-line ally, North Korea. (AFP)

Kosovo defies Serbians to declare breakaway

From DESSA TREVISAN IN BELGRADE

ALBANIAN legislators in Kosovo province yesterday declared political independence from Serbia but committed themselves to remain in the Yugoslav federation.

The declaration was approved by legislators who had been locked out of the regional parliament. It defied Serbian efforts to tighten control over the Albanian-majority province, where riots have killed more than 50 people in the past year.

As Serbian police sealed off the area, 114 Albanian delegates made their declaration on the steps of the parliament, making its legitimacy open to doubt. It was a designed to stop Serbia going ahead with a constitution that would abolish the remaining vestiges of

autonomy and put the Albanians under Serbian rule.

The move was quickly rebutted by the Serbian government which, in a statement a few hours later, said the declaration had no legal grounds. It also warned that the Serbian government would undertake all legal steps against "such a destructive policy" without elaborating what the next step might be.

The dramatic announcement came just as Serbians were triumphant over the turnout in the weekend referendum, hurriedly convened in order to give the communist regime there a green light to go ahead with the constitution that would have virtually ended the region's autonomy. The Serbian

deputies had walked out of parliament last week, to prevent the Albanian majority from voting the declaration that would have proclaimed Kosovo's secession. In order to push through the referendum, the Serbian authorities succeeded in breaking up the session and putting it off until later this week.

The declaration which Muharem Shabani, a member of the regional parliament, read out, also declared null and void the amendment which the Kosovo parliament endorsed during the state of emergency 18 months ago, giving Serbia greater jurisdiction.

The vote has cast a cloud over the referendum which the Serbian media, even before the results are known, is claiming a triumphant victory for the Serbian nation. In Kosovo, however, the Albanians boycotted the referendum.

In recent months the resistance to Serbian rule has extended to official institutions and Albanian politicians. Since last year, when riots first broke out, more than 60 Albanians have been killed by the police.

Branko Rugova, leader of the Albanian Democratic Union, said on Sunday that the referendum was undemocratic, asking: "Where else in the world is a referendum called in six days?" In recent months, while the Serbian leader Slobodan Milosevic was hurrying through the constitution that would end Kosovo's autonomy, the movement to change Kosovo's present regional status into that of a republic has been gathering momentum.

"The question of borders is one of European concern and if we were to take steps to change the present Yugoslav border we would be committing a fatal mistake," Mr Rugova said, emphasizing that the aim of the Kosovo Albanians was to attain an equal status with the other six Yugoslav constituent republics. This is precisely what Serbia will not allow.

Mr Milosevic has refused to bring the Albanian opposition into any-kind of negotiations, insisting that they are all separatists and therefore not regarded as representative partners in seeking a solution. "We were driven to the wall," an Albanian intellectual known for his moderate pro-Yugoslav stand said.

Armenian nationalists held troops hostage

From AGENCE FRANCE-PRESSE IN MOSCOW

ARMENIAN nationalists took six security force members hostage at the weekend, and armed men surrounded the interior ministry in the capital, Yerevan, Radio Moscow's Interfax news service reported yesterday.

The moves were in retaliation for the arrest of an Armenian nationalist leader, identified only as Markarian, said to have been found in possession of weapons.

Immediately after the arrest, six interior ministry troops and police were taken hostage in various locations around the capital, while men carrying automatic weapons and explosives surrounded the interior ministry demanding Markarian's release.

Government troops were put on alert and security around other government buildings was tightened.

Armenian militia groups negotiated with Ruben Galstian, the Armenian interior minister, who refused to free Markarian but eventually won the release of the hostages and the return of their weapons. Five of the hostages had been severely beaten and were in hospital, Interfax said.

In another incident, rival factions of the Armenian militia clashed on Saturday. Three people suffered gunshot wounds and one died in hospital after the headquarters

of the Armenian National Army was attacked.

● Blockade lifted: The Soviet government has lifted its economic blockade against Lithuania completely after the breakthrough in the crisis over the republic's declaration of independence, Nikolai Ryzhkov, the Soviet prime minister, was quoted yesterday as saying.

Lithuanian authorities said at the weekend that oil had started flowing into the republic's sole refinery for the first time in two months.

Mr Ryzhkov told the Interfax news agency that the entire range of punitive measures had now been lifted. "All economic restrictions imposed against Lithuania have been lifted by the Soviet government," he said.

The Interfax report, also carried by the government newspaper, *Izvestia*, could not be confirmed immediately with Lithuanian officials.

Apart from hitting oil supplies the Soviet blockade, imposed in April, halted supplies of coal and gas and stopped shipments of many items, from bearings to pharmaceutical supplies.

Soviet rail freight into Lithuania was sharply reduced and hundreds of factories were closed, putting almost 50,000 people out of work.



Boris Yeltsin, president of the Russian federation, consulting a congress delegate

Contemptuous Le Pen denounces coalition of right-wing challengers

From PHILIP JACOBSON IN PARIS

NEVER at a loss for political invective, Jean-Marie Le Pen has moved swiftly against a recently formed coalition with which France's "respectable" right wing hopes to contain the growing threat from his National Front party.

In front of 5,000 ecstatic supporters gathered near Nîmes at the weekend, M Le Pen contemptuously dismissed the new Union pour la France as the "Union pour la France" — "the make-believe alliance".

Under a blazing sun, the sweating National Front leader produced a vintage performance for the faithful, in a region where he enjoys a particularly strong following.

Forget about Jacques Chirac and Valéry Giscard d'Estaing and their so-called federation of the right, roared M Le Pen; true union in France would be achieved without them, or against them if need be, when "the only party worthy of respect" comes to power.

On such occasions, carried away by his own fervour, M Le Pen has been known to deliver obscene or racist remarks more or less off the cuff, which have later landed him in court. This time, the target was Laurent Fabius, the former socialist prime minister who is now president of the national assembly, whose voice was raised particularly

effectively against everything the National Front stood for after the desecration of a Jewish cemetery in Carpentras two months ago.

The crude play on words that M Le Pen made about the sound of "Fabius" and "anus" (one of the corpses disinterred at Carpentras had reportedly been impaled by an umbrella) sent the crowd into raptures. So did their leader's furious denunciation of the "shameful" French law forbidding racist declarations, greeted with waving banners that read: "Vote Arab, Vote Socialist" and "Enough of Islam".

But it is not just M Le Pen who sees no real political future for the hastily cobbled together Union pour la France and its aim of presenting a single conservative candidate for the 1995 presidential election.

While the mainstream right's priority must clearly be to overcome the venomous internal feuding that helped President Mitterrand to victory in the past two contests, M Chirac (leader of the Gaullist *Rassemblement pour la République*) and M Giscard d'Estaing (Union pour la Démocratie Française) no longer strike many observers as having the right stuff of which winners are made.

All they seem to have in common, apart from being

vanquished by M Mitterrand and a keen personal dislike of each other, is the desire to hang on to power in their respective fiefdoms by stepping on the fingers of eager challengers. No sooner was the birth of the Union pour la France announced, in fact, than some prominent younger politicians of the right were eagerly conveying their discontent to the press: broadly, if unkindly, stated, they see both M Chirac and M Giscard d'Estaing as ageing losers who will have to be bowed aside if there is to be any hope of getting a conservative back into the Elysée Palace in 1995.

Over in the socialist camp, the prospect of being confronted by either man is viewed with equanimity, if not downright glee. True the socialist leaders, hooked on personal power, are all at each other's throats and it remains profoundly uncertain who will be carrying the banner if, as is generally assumed, M Mitterrand does not run again (or even stands down before completing his second term).

Even so, with the French economy in impressive shape heading towards 1992, and considerable bipartisan approval of the broadly centrist policies followed by Michel Rocard, the prime minister, the socialists certainly expect to go into the 1993 par-

Asian plea to uphold marxism

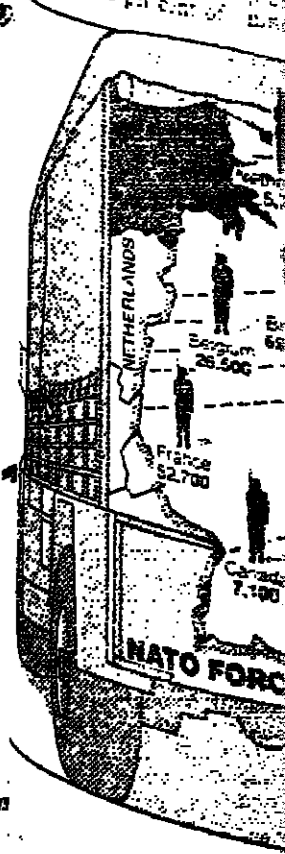
By AGENCE FRANCE-PRESSE

CHINA, North Korea and Vietnam, Asia's last three hardline communist nations, worried and further isolated by the collapse of communism in Eastern Europe, yesterday urged the Soviet party to uphold strict marxism during its 28th congress.

All three are hostile to President Gorbachev's reform policies, and their ruling hardline socialist parties insist on keeping a tight monopoly on power. Vietnam's official daily, *Quan Doi Nhan Dan*, said the congress carried far-reaching significance for the future of communism in the Soviet Union and would have a big impact on the international communist and workers' movement.

Bush resort nuclear

Alliance at cuts 0



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Kaunda shuffles key defence jobs to tighten grip

FROM JAN RAATH IN HARARE

PRESIDENT Kaunda has underlined his mistrust of the Zambian military by re-shuffling the key posts in the army and the defence ministry after Saturday's broadcast by an officer claiming that a coup had been staged.

Late on Sunday, it was announced that Dr Kaunda had dismissed Lieutenant-General Gary Kalenge, the army commander, whose troops fired shots in the air and gleefully joined the elated civilians in the streets of the capital, Lusaka, on Saturday morning after a young lieutenant went on radio to say that the president had been overthrown.

President Kaunda promoted Major-General Francis Sibamba, the deputy army commander, and swore in a new defence minister, Lieutenant-General Hanniah Lunzu, the former air force

commander. Observers regard the appointment as significant, as the air force is seen as closely supporting the president and the ruling United National Independence Party.

Last month Frederick Hunda, the previous defence minister, was sacked. Sources in Lusaka said it was because he had spoken in favour of pluralist democracy when the ruling party decided at a national convention in late May to hold a referendum on whether to maintain the one-party rule, through which Dr Kaunda has governed for the past 17 years.

The army is seen as the main threat to President Kaunda's rule. During Saturday's brief rejoicing, which ended once the government announced that it had not been overthrown, many of the troops were chanting "Viva

Tembo", for Lieutenant-General Christon Tembo, the popular former commander arrested in 1986 for allegedly plotting Dr Kaunda's overthrow. He is on trial for treason, and if found guilty faces the death penalty.

● **Mugabe firm:** President Mugabe of Zimbabwe reaffirmed his commitment to socialism and a one-party state at the weekend (Michael Hartnack writes).

At a meeting here with his ruling Zanu (PF) party, Mr Mugabe said party leaders who warned that his plans to introduce a socialist one-party state would deter Western financial support were inviting their comrades "to become (Judas) Iscariots".

In a passionate speech, Mr Mugabe attacked the United States and Western Europe, who "only yesterday were our rampant colonisers and inhuman slave-masters".

For the first time he openly acknowledged his ideological isolation within the 160-member Zanu (PF) central committee, the party's second-ranking forum below the 26-strong "politburo". The president said his drive for socialism and a single party state had been "sometimes solo", while other central committee members urged that "we should readily trade our own principles and policies for Western funds and investment".

Zimbabwe has an estimated 1.5 million unemployed and is making little progress with a programme to liberalise an economy that experts say is hidebound with state interference. President Mugabe, aged 67, said that "political backsliders and ideological renegades" would not divert Zanu (PF) from the goals for which it fought the 1972-80 Rhodesian bush war.

President Mugabe confidently flew off yesterday for a week abroad, to be devoted to state visits to Tanzania and Uganda, and an address to the Organisation of African Unity in Addis Ababa.

● **NAIROBI:** Kenyan police have raided shops suspected of selling subversive music and arrested several people found listening to it, newspapers reported here yesterday. Police impounded hundreds of cassettes, cassette recorders, dubbing machines, guitars and saxophones from music shops in Nairobi, and Nakuru in western Kenya. Music retailers have complained they were in a dilemma as the government had not declared which music was subversive or banned. (AFP)



A Liberian mother washing her child in a gutter in Monrovia, which was in its fifth day without running water yesterday as rebel forces besieged the city. Frightened refugees were pouring into the capital as fighting between government troops and rebels raged just a few miles away (AP reports). Monrovia has also been four days without electricity. Supplies were cut off when rebels captured the West African nation's main water treatment plant and hydro-electric power station, which are within 12 miles of the capital. The guerrillas also apparently seized a ship carrying rice to the capital, where residents face a food shortage.

Junta playing for time after Burma poll defeat

FROM MARY MAGISTAD IN RANGOON

DESPITE efforts by the National League for Democracy to speed the transfer of power after its victory in the Burmese general election on May 27, the military junta says it has "all the time in the world".

The final votes from the election, Burma's first in 30 years, were officially announced at the weekend. The ruling State Law and Order Restoration Council acknowledged that the league won 397 of the 483 National Assembly seats contested. But the council says it will not hand over power until a new constitution — of which it must approve — has been passed, and a new "sufficiently strong" government is in place.

A recent editorial in the government *Working People's Daily* said: "Having successfully held the multi-party general election, and with law and order being guaranteed by the State Law and Order Council, there is all the time in the world to sculpt a constitution." Many Burmese, especially in the league, argue that it should take office and then draft the constitution. Tin Hla, a league local official in Mandalay, said: "We believe the constitution should be accepted by all ethnic groups." He said they could not express their opinions freely with the existing government. "We need a real democratic government."

Kyi Maung, the league's acting secretary, said it wrote to the state council on June 21,

asking for a meeting to discuss the transition. It was the first official contact since the election, and the council was not swift to respond.

An elected league candidate in Rangoon said: "It may be more than a year before we can even hold a national congress to draft a constitution, and it could take even longer to come up with a constitution that will make everyone happy."

The most divisive issue is how much autonomy to give the many ethnic minorities in Burma. The Karen National Union, representing one of the biggest racial groups, has been fighting for self-rule for more than 40 years. Especially in the past two years, the army has shown it would sooner fight than talk with the Karen. It has wiped out all but two of their main military bases along the Thai border.

A retired colonel, who retains contact with junta officials, said: "When those two bases are gone, maybe then we can negotiate. We do not trust the Karen."

Recent issues of the *Working People's Daily* have been filled with tales of Karen atrocities. Western diplomats in Rangoon say it is part of a propaganda campaign that has been running for years, justifying the army's relatively oversized budget and authority. The Karen says it is the army that commits the vast majority of atrocities.

Especially since the Bur-

mese Communist party self-destructed last summer, claims that a 250,000-strong military is necessary to protect the nation from imminent threat strikes some Burmese observers as less than credible. An academic in Rangoon said: "What they are really saying is that they are protecting themselves from imminent threat from the nation."

The army wins high marks from some Western diplomats for being lean, well-disciplined and well-organised — as an army. But when it comes to politics, the envoys say, the soldiers should have stayed in the barracks.

"I have nothing but disgust and repulsion for what they have done to their fellow Burmese," said one Western diplomat in Rangoon, referring to the crackdown over the past two years on pro-democracy activists who openly criticise the junta.

Not all members of the military necessarily supported that crackdown, in which thousands of Burmese were imprisoned, tortured or killed. Military strongholds shocked junta leaders by overwhelmingly voting for the league. But the military system has its own incentive of public perks for those who reach higher ranks, to make sure soldiers do not stray too far from the fold, including free or heavily subsidised housing, a car, petrol (usually rationed at six gallons a week), food and coveted foreign goods.

Malaysia kept guessing on election date

FROM M.G.G. PILLAI IN KUALA LUMPUR

THE signs are that Malaysia may soon be going to the polls, although Dato Seri Mahathir Mohamed, the prime minister, is giving nothing away.

General elections are held every five years, and one is not due until October next year, but because the prime minister is criss-crossing the country attacking the opposition, and explaining and expounding on his policies, many Malaysians expect polling day within six weeks.

The most favoured date is August 11, which is the last day of the school holidays. But Dato Mahathir keeps his political secrets so close to his heart that even his nearest advisers have no clue about the date.

Only a fortnight need separate the dissolution of parliament and a general election.

It has been traditional for general elections to be held for the 13 state assemblies at the same time, and in the past the government chose a date that caught the opposition unprepared.

Now, with the governing coalition, the National Front, split and the opposition better organised, this may work against the front, although no one seriously believes that it is likely to lose.

The coalition now controls 147 of the 177 seats in parliament, and all 13 state assemblies.

The front, a group of 11 disparate political parties led by the Malay-dominated New United Malays National Organisation, has to fend off disunion within its component parties.

The Malaysian Chinese Association and the Malaysian Indian Congress both have crises in their leadership that could hinder their support within their respective communities.

The United Malays are unsure of deflecting the opposition Semangat '46 ("the spirit of '46"), the Malay-based political party of its principal rival, Tunku Razaleigh Hamzah, the former finance minister.

Dato Mahathir's punishing schedule is worrying his doctors. They feel that as he recovers from heart bypass surgery, he ought to slow down or even step down — otherwise he may not last a year. But he has no choice. He must ensure that Tunku Razaleigh and his opposition coalition of the pro-Chinese Democratic Action Party and the theocratic Pan-Malaysian Islamic Party do not deny him his two-thirds majority in parliament. Otherwise, he could be forced out of office by his own supporters.

The two-thirds majority is presumed to be the minimum necessary to control parliament while still being able to amend the constitution without opposition support. The racial riots of 1969 came when the politically dominant Malays realised that they could lose such control after the elections of that year. Tunku Abdul Rahman, now aged 87, had to resign as prime minister.

In every election, the ruling coalition had more than a comfortable two-thirds of the seats in parliament. If Dato Mahathir does not have that after the general elections, he would have to step down.

This is what Tunku Razaleigh hopes for. With one third of the seats, and perhaps control of one or two state assemblies, he could force the prime minister into retirement. The prime minister's dilemma is that the Malay community, on whose vote he depends, regards him as a man

who is losing his grip. Any gain by Tunku Razaleigh therefore reduces the prime minister's credibility. Normally, general elections would be held for parliament and all 13 state assemblies. But nominations for the summer state assembly could come tomorrow, with the elections 12 days later.

Dato Mahathir's advisers have urged him to hold parliamentary elections first and the state polls later. He may not, however, have the flexibility to do that.

He could lose Malay support as he gives the Chinese and Indian communities more concessions — that Malays would accept, but he needs the support of those communities more than ever. Observers believe that the more he delays the elections, the harder he would fall. So his options are limited.

Haj deaths feared in stampede

Nicosia — Scores of Muslim pilgrims were feared killed in a stampede inside a tunnel near Mecca in Saudi Arabia yesterday.

Witnesses said thousands were inside a 500-yard tunnel which leads to Mina near Mount Arafat when the accident occurred on Eid al-Adha (The Feast of Sacrifice), Islam's most important feast at the end of the annual Haj (pilgrimage).

Many were trampled underfoot in the tunnel, which is about 20 yards wide. The official Saudi Press Agency quoted a Saudi interior ministry official as blaming the accident on overcrowding. (Reuters)

Blast escape

Cologne — President Rafsanjani of Iran escaped an attempt on his life when an aircraft in which he had planned to travel exploded and crashed soon after take-off from the northern city of Rasht, a West German television report claimed. (AFP)

Taiwan accord

Taipei — The ruling Nationalist party and its main opposition both backed popular presidential elections as a step toward democratic change after an unprecedented national affairs conference. (AP)

Oil strike order

Oslo — The Norwegian government is imposing mandatory arbitration to end a North Sea strike which has cut oil production to a trickle. (Reuters)

Trial ordered

Palermo — A magistrate ordered Vito Ciancimino, a former mayor of Palermo, to stand trial on charges of corruption and Mafia association. (Reuters)

Fugitives held

Porto Rico — Spanish police arrested six French fugitives in connection with a series of armed robberies, seizing weapons and a hand grenade. (Reuters)

Royal birthday

Oslo — King Olav V of Norway, the world's oldest reigning monarch, celebrated his 87th birthday with his family. (AFP)

Indonesia seeks new China link

FROM CATHERINE SAMPSON IN PEKING

ALI Alatas, the Indonesian foreign minister, yesterday concluded his first full day of talks in Peking with his Chinese counterpart, Qian Qichen, and Li Peng, the prime minister, on the possible resumption of diplomatic relations, which were suspended in the mid-1960s. The visit is the first by an Indonesian foreign minister to China in 23 years.

At the start of the visit, Mr Qian made it clear that China felt the time was ripe for the restoration of diplomatic ties. The Indonesian minister is eager for normalisation, since it would mean increased diplomatic influence for Indonesia in the region. Business circles in Indonesia are also pushing for normalisation. It is not yet clear, however, whether President Suharto has managed to persuade the Indonesian Army that China can be trusted. If the military remains unsure, the Indonesian government may opt for a slower process involving return visits and several rounds of talks.

Cameroon push for democracy

BY JONATHAN DERRICK

THE exploits of the Cameroon football team in the World Cup have highlighted the serious difficulties of an African country which, like others, is under growing pressure to introduce multi-party democracy.

At least six people were killed during opposition demonstrations in Bamenda in May. As the Cameroonian "Lions" played in Italy, President Biya announced that the nation must now prepare for a multi-party system after more than 20 years of one-party rule. His statement came at the close of the congress of the Cameroon People's Democratic Movement. The president had previously said that multi-party democracy would never come. No schedule has yet been set for the changeover.

Cameroon combines former British and French territories. About one-fifth of its 12 million population belongs to the former British Southern Cameroons and still uses English as the second language.

They feel themselves to be a distinct and disadvantaged minority, discriminated against in job competition with the majority French-speaking community.

The English-speaking South West province produces the oil which is now the main

export but feel they do not economically benefit from it. Therefore, many of the moves to form new parties have come from the English speakers. Strongest is the Social Democratic Front, based in North-West province, which organised the Bamenda demonstration. At the same time police broke up an English-speaking demonstration in the capital, Yaounde, and two students are rumoured to have been killed.

Such things have been common in Cameroon which has been a hotbed of violence and trigger-happy police force.

There are also international campaigns to free people considered as prisoners of conscience, such as Dominique Djeukam Tchameni. Mr Tchameni was sentenced to three years in prison in March for plotting against the state. He had already spent two years in jail before being charged.

Now the time seems to have come for change. After the incidents in May, the pressure for an end to one-party rule mounted and has apparently become irresistible.

The French-speaking community has also called for a multi-party system. Parties with support across the language divide will certainly be formed.

Far right hits Jews in South Africa

FROM GAVIN BELL IN JOHANNESBURG

RIGHT-wing extremists, opposed to racial reforms, have targeted South Africa's Jewish community, with bomb attacks at the weekend against a synagogue and the home and business premises of a Johannesburg city councillor. The explosions caused extensive damage but there were no casualties.

The first blast, late on Friday night, wrecked a garden wall at the home of Clive Gilbert, a Jewish councillor of the liberal Democratic party. He said: "The noise was deafening. I thought at first it was lightning, then I panicked with the thought it was a car bomb."

On Sunday a bomb damaged a synagogue and an adjacent Hebrew nursery school. Antisemitic graffiti included a swastika and the slogan: "Jews are the same as Marla". A few hours later, Mr Gilbert's estate agency premises were wrecked by commercial explosives. Mr Gilbert said he had received death threats, but there had been no warning of the bomb attacks.

Last week severed pigs' heads were impaled on the gate of another synagogue, and left at the home of a Jewish family. Antisemitism is a prominent feature of right-wing rallies, at which Nazi flags are regularly flown, but police said yesterday they had no clues or suspects.

Harry Schwartz, a Democratic MP, said that Jews were accused on the one hand of being capitalists, and on the other hand of being communists. "There is a feeling of frustration, and it is turning into potent anti-semitism."

● **Strike call:** Tens of thousands of blacks stayed away from work and schools yesterday in many areas after the African National Congress called for a 24-hour general strike to protest against factional fighting that has cost thousands of lives. (AP)



Wolfgang Juhaschek, a retired farmer, consoling his wife, after they and 200,000 others lost savings when three Australian building societies folded last week

NEW YORK NOTEBOOK by Charles Bremner

Garbo recounts her own story in a man's words

TWO months since she died, Greta Garbo has broken her silence at last in an autobiography which has reached America's bookshelves. It is juicy stuff, complete with lists of lovers, psychosocial self-analysis and confessions such as "My days were full of anguish and hate". There is, however, a catch. Garbo did not write it. At best, the book is an "unauthorised autobiography", at worst it is a hoax. A summary of the facts sheds much light on the state of the book business.

Doubts over authenticity did not prevent Simon and Schuster, the big New York publishers, from releasing the 476-page work by Antoni Gronowicz, a Polish-born biographer of shady antecedents who died in 1985.

The manuscript had lain in storage since the mid-1970s when the writer failed to convince another publisher that he had enjoyed the confidences of the Hollywood legend. The book world was still reeling in those days from the shock of Clifford Irving's fraudulent biography of Howard Hughes, the phobic billionaire. Gronowicz, who was once accused by the Vatican of fabricating an interview with the Pope, claimed that Garbo had bared her soul to

him in the years that followed their first meeting and love affair in Poland in 1938, telling him: "I will deny that I know you." The writer said he "feverishly began making a complete record of all our dialogue" and assembled the "autobiography" in the late 1950s.

Sure enough, when she got wind of the sale to Simon and Schuster in the late 1970s, Garbo denied all knowledge of Gronowicz. Gray Reisfield, her niece and executor, insists that Garbo had never even met Gronowicz, but Ms Reisfield reached a settlement with the publishers, enabling them to go ahead on undisclosed terms. Simon and Schuster state flatly that the book is "based on a long and intimate friendship". The title page does say that the author used the "first-person literary device to emulate the voice of Greta Garbo".

Airline pilots in the United States are confident, steady types who reassure passengers in the laconic drawl which they learned from Chuck Yeager. When flames belch from an engine, they say: "Shucks, folks, we'll soon get this little buster sorted out."

That, at least, is the old image and it is the one that the fraternity

would dearly like to revive after a rash of incidents which have shaken confidence and furnished comedians with fuel for endless jokes. First came the flap over the crews who neglected to set the wing flaps for take-off in 1987, causing two disasters. After that, the pilots of several American carriers started announcing to the passengers: "We've completed our cockpit checks and are ready for take-off."

Another fatal crash was caused in New York last year by the failure of the novice co-pilot to check a rudder setting. Things were not improved when the flight-deck crew refused blood and drug tests, fled the scene and hid for a day.

The final straw for pilots' pride came on March 8, when the captain, co-pilot and engineer on an internal flight were arrested for drunken flying — after they landed. That sparked a cottage industry of jokes. One comedian asks why planes have three crewmen. Because pilots do not like to drink alone. Bob Hope's joke has the pilots announcing: "Ladies and gentlemen, our arrival is delayed because we are waiting for the airport to stop circling us."

Feelings have become so touchy that when a passenger teased the

captain, saying: "I hope he hasn't been partying," he left the plane and demanded a blood test, causing a four-hour delay.

What is by far the most common injury suffered in the American workplace? It has nothing to do with heavy machinery or falling off



Garbo: denied knowing author of her 'autobiography'

ladders. It is called repetitive stress injury (RSI), and you get it mainly from computers.

With nearly 50 million Americans working at electronic workstations, RSI has emerged as the occupational hazard of the infor-

mation age. Usually manifested as aches and pains in the wrists, it is said by the government to account for half of all illnesses in the private sector.

In its most debilitating form, RSI can cause cysts, inflamed tendons and permanent nerve damage. Around the country, workers are resorting to the time-honoured American remedy for such ailments: litigation. In the biggest case, eight New York journalists are suing AteX Inc for \$270 million (£160 million) claiming the company was negligent in the design and manufacture of its editing systems.

The Americans have a good laugh every Valentine's Day when their London correspondents regale them with the terms of endorsement which the British middle classes lavish on each other. According to a New York research firm, the Americans are just as bad. They just do not do it in the newspapers. Bruskine Associates sought the affectionate names Americans prefer. Honey came top, and other favourites included Baby, Sweetheart, Sugar, Pumpkin and Angel. But there were a number of Toots, Struggles, Huggycars, Punksies, Tootsies, Pupkins and Snooky-ookums.

Harbouring a reservation

Woodrow Wyatt

Today is the first anniversary of the repeal of the Dock Labour Scheme. In April 1989, Michael Meacher, as Labour's shadow employment secretary, called the forthcoming repeal "an act of wilful sabotage against the country's economic interest". Labour was strongly opposed to destroying the last bastion of union privilege. Under the scheme, registered dockers were guaranteed jobs for life. It was almost impossible to sack one even for theft. Dockers not needed by one employer had to be given full pay by another, however unwanted. Dockers decided what the law meant by dock work. They were legally enabled to prevent anyone from using expensive, modern equipment unless a docker, untrained in its use, got full pay to watch it operate. Dockers became demerit, losing work to the less well situated non-Scheme ports and extensively to continental ports. Expensive buy-outs and natural wastage were the only ways of reducing excessive labour in the Scheme ports, where employment dropped from nearly 80,000 in 1947 to fewer than 10,000 in 1989. Even so, the survivors had to be paid for doing nothing, even for refusing to unload fish if, because of rough seas, the catch could be landed only after their official working day was over. Trawler owners could be fined — and were fined — for using non-registered dockers to save their catches.

Strikes in the Scheme ports were the norm and accelerated their decline. Since union members have lost their state-endowed privileges, the situation has been transformed. The government waited too long through craven fear of a national dock strike. There was a little trouble at first. But in the past six months Britain has had the best strike record of any docks in the world: just a one-day stoppage at Liverpool.

Productivity has shot up enormously. Ships are unloaded in a day instead of the two days required previously. The handling of container traffic has increased per man by 87 per cent. The old Scheme ports start to flourish again with the new, quick turnarounds, and ability to load and unload at any time of the day and to employ whom they choose.

Many former registered dockers vanished after taking their handsome severance payments of up to £35,000. Quite a few invested the money in setting up businesses of their own. The dockers at Barry, in Wales, were once among the highest paid dockers. Now 80 of them have won a lucrative contract for unloading bananas from the Caribbean for Geest, the port's main customer. On BBC1 on May 22, one docker, Phil Sanders, said, "It's like the second industrial revolution... this sort of thing is going to happen right throughout the country in future."

Resisted officially by Labour and by the Transport and General

Workers' Union, the arrival of private enterprise in the old Scheme ports has revitalised them, to the surprised applause of those once-registered dockers who have stayed to enjoy the benefits. The immediate hinterland where none would establish new businesses because the dockers had the right to prevent them stirs with creativity. New companies have moved into Hull, such as Bison Cement, which has invested heavily in berth equipment and on self-discharging ships. In Cardiff, Ryan International fuels has leased more than 50 acres of land and made substantial investments in handling plant and equipment for the import and export of coal and coal products. At King's Lynn, one firm has set up a processing plant for producing tarmac from material brought in by ship and another has taken over a redundant warehouse and increased its annual throughput.

Similar advances are occurring everywhere in the old Scheme ports, giving a practical demonstration that the state-monopoly socialism favoured by Labour for the ports really does end up in decay and mammoth job destruction which can be reversed only by untrammelled free enterprise.

Even this government, ostensibly dedicated to free markets, has not yet fully appreciated the magic it has worked so fast in the ports and has left undone what ought to be done. The Port of London (Tilbury), Dover, Medway, Forth, Clyde, Tees-Hartlepool, Ipswich, Poole, Milford Haven and Tyne are the biggest of the 50 or so Trust ports still not privatised. Foolishly, the government thinks they should achieve privatisation through the inordinately long process of private bills, if they are lucky enough to find a slot in parliamentary time. Tees-Hartlepool and Clyde hope to reach the statute book by March next year. Six others which wish for privatisation have not yet begun to face the long-drawn-out delays. At best, some will have to wait until the late 1990s, supposing that a different government does not halt further privatisation beforehand.

If the government believes in its proclaimed convictions, it should introduce a public bill in the next session beginning in November enabling the transport secretary to let all the Trust ports be privatised forthwith.

Many industrial users and property developers will not go into vital creative partnership with the Trust ports, which have an archaic structure akin to that of the old Trustee Savings Banks, until they are certain the flexibility of privatisation that they need is definitely on its way.

The government must stop fiddling about and realise the full potential of its ending of the Dock Labour Scheme — the resounding success of which it has lacked the imagination to comprehend.

...and moreover

ALAN COREN

So foul and fair a weekend I have not seen. Schizophrenic, I believe the word is; or ought to be. It is the cross a bipartisan community has to bear, especially if the cross comes from Giannini and here is Schillaci hurtling through the box and the next thing you know romantic Ireland's dead and gone, it's with Pat Bonner in the grave.

Overwriting? Understatement, for those who, like me, stood outside The Cricklewood Arms last Saturday night with some of the ruins that Italy knocked about a bit. You did not need to be an etymologist to know where *keening* came from.

The Irishmen of Cricklewood did not wait alone. We Englishmen waited with them. For the twin-cultural borough had just begun, against all odds, to dream the impossible world-dream, An England v Ireland final. Not the World Cup at all. The Cricklewood Cup. It would not, to us, matter who nominally bore it home, we did not give a tinker's curse whose tunes we should dance to in the Cricklewood streets. By the end of Saturday night, tinkers' curses were all we had left to give, and we gave them roundly.

And then there was Sunday. You know about Sunday. I didn't wait in it, the pub, to dream the impossible world-dream. How could I? Either way, it would only end in tears: were England to lose, it would compound the borough's grief; were England to win, it would be impossible for a Cricklewood Englishman among his so recently bereaved neighbours to give full vent to celebration.

So I watched at home, and when the final whistle blew, I shut the windows, I drew the curtains, and only then did I cheer and jump about, and after that someone opened another bottle (releasing the cork as quietly as possible), and the upshot was that we went to bed, much later, without clearing up.

So that, on Monday morning, the second thing Hannah Reilly, queen of dailies, said to me was: "Will I throw all the Sunday papers out?" (The first thing, of course, and notwithstanding the tears through which the Irish eyes were bravely smiling, had

been congratulations. That is the way we are, in Cricklewood.) And I said, hang on a bit — because I always like a last flip through the paper when I have an article to write, just in case there might be a denouement lying around of which meretricious advantage might be taken; and, as I flipped, would you believe it, a word sprang from the lush double-page spread of a colour supplement, and brought the neck-hairs springing with it.

The photograph showed a voluptuous young stunner sitting upon the film-script in her lap. Beside her on a tray-table stood the crockery towards which the advertisement was discreetly drawing our attention. "Helena Bonham-Carter, actress," ran the text, "with Countryware."

None of these was the word that sprang. The word that sprang did so from the line below: "Whether it's Hollywood, Pinewood or Cricklewood, it ought to be Wedgewood."

Paranoia is a strange fruit. Ask any greengrocer. But might I not be forgiven the rage that welled, on this morning of all mornings, I saw the agency men in their Armani blouses, their Bugatti ties, cackling through the Paco Rabanne haze at their own malicious wit as they suddenly hit upon what they took to be the nadir of that property of which Hollywood is the glamorous zenith, and my knuckles whitened. When the blood seeped back into the fingers, I dialled Stoke-on-Trent.

"Our agency," said Wedgewood, "is Delaney, Fletcher, Slaymaker, Delaney and Bozell."

Et two Delaneys? A brace of Irishmen on the bridge, yet still the guns are laid on Cricklewood? I dialled again. I had the baseball bat, I needed a name. I needed the man who handled the Wedgewood account.

"Why did we choose Cricklewood?" said Jeff Meers. "We chose it because that's where Helena lives."

I put the phone down. I put the baseball bat away. Helena Bonham-Carter has moved in. It may not be the World Cup, but it's close.

As the ANC leader arrives in London, Peter Stothard, US editor, assesses his impact on America

Overwhelmed by Mandelamania

Nelson Mandela arrives in London today to a Foreign Office welcome befitting the potential prime minister of a friendly country. That will be something of a comedown for a man who left America on Sunday as hero, respected world statesman and semi-mythical sage.

The British trip is more businesslike. To official relief in London — and probably to the relief of Mr Mandela himself — the razzmatazz with his more enthusiastic supporters was provided at the Wembley Stadium rock concert during his visit in April.

Both levels of greeting, however, have attracted criticism. Why, it is asked, should a man of violence and inspiration to the acts of political murder be treated thus? That criticism was loud at the beginning of Mr Mandela's American tour. It is heard in Britain too, reinforced by his remarks yesterday suggesting that Britain negotiate with the IRA.

A week ago American journalists and politicians were not so naive as to ignore the African National Congress's espousal of the armed struggle, its attachment to censorship, its propensity to

apply a match to petrol-filled tyres around the necks of those blacks who disobey its commands. In the event, they were too weak to stand before an extraordinary tide of hysteria and goodwill.

As he left Washington for Miami and California, commentators were left exhausted. As Meg Greenfield of the *Washington Post* remarked, Mr Mandela "blew away the conventional and somewhat nasty debate we were set to have about him and compelled political Washington to receive and comprehend him on his own terms." That, she said, was unheard of.

Mr Mandela, it was variously argued, had somehow risen above the rules that apply to ordinary politicians. At the very least he was a massive figure, whatever his faults, with whom Washington had no option but to deal. At the most, he was a commanding, disciplined presence who by his very courage, self-control and leadership had drowned reason in the well of his spirit.

There was obvious embarrassment here. Ms Greenfield and many others, now that the god-head has passed on, clearly felt

the need for a cold shower. *The Wall Street Journal*, which had kept the coolest head through out the week of million-dollar fund-raising events, "computer-tape parades, and joyful surrender to irrationality, was still posing the same tricky questions. Why, during his visit, did Mr Mandela share a platform with Puerto Rican nationalists still proud of their feat, 30 years ago, of shooting five members of Congress? Why has he met Yasser Arafat more often than any other foreign leader? Why, while happily meeting fellow espousers of violence, did he eschew Chief Gatsha Buthelezi, a sincere proponent of peaceful change in South Africa?

From Mr Mandela's standpoint the answer is simple enough. He was thanking the people who helped him most when he was imprisoned. But the reason that the American people appeared to be so uncritical — with the notable exception of the anti-Castro Cubans of Miami — is more complex. The US political class has not lost touch with moral reality. It is not engaged in some discreditable cover-up. There has, instead, been a humbling of media power before

the onslaught of something that was, temporarily at least, beyond its usual sway.

Ms Greenfield was not wholly correct when she said that this exercise of authority by Mr Mandela was "unheard of". Washington's initial reaction to Mr Gorbachev was also to forget the sins of the past and present with an eye to the great peaceful future.

The anti-Gorbachev forces put up a tougher fight than those opposed to the Mandela visit. Gorbachymania, although fading now, lasted longer and achieved more for the Soviet Union than Mr Mandela has for the ANC. The concrete benefits of the ANC's American circus are slim.

But the outlines of the two cases are similar: a yoking of American optimism, a feeling for individuals over ideas, a pragmatic appreciation of power and the yearning for heroes in a United States which sorely lacks them. It is hard to be a hero in a rich, successful and peaceful nation which has fulfilled its manifest destinies and has few frontiers left to cross. President Bush does not want to be a hero. He would find the very notion in the worst of taste.

For black America, there are many claimants for the hero's mantle. But the legacy of Martin Luther King is still unclaimed. Mr Mandela is a more potent symbol of the black struggle than any available off-the-peg in the American hall of icons — including Jesse Jackson, who is too much the worldly politician. The success of a disciplined survivor is a spur to a race which is so often told in America that it has no discipline, no survival spirit and no success.

No wonder, then, that black America should welcome him uncritically to its heart. It, too, has a struggle. To voice that fact is occasionally more important than to reason about it.

Little wonder that white liberals should temper their powers of reason for a few days. They have so long wrung their hands about the absence of positive role-models who can reach into the black consciousness.

To understand the yearning for Mr Mandela, to describe the willing suspension of moral rules, is not to forgive the American lapses of this last week. Its media lay down before the force of a hurricane.

Germany's new wall: fear on one side, conceit on the other

The hammer and compass has disappeared from the facade of East Berlin's Orwellian ministries, leaving a paler patch and discernible holes where the nails used to be. The department store on the Alexanderplatz is a cornucopia brimming with western goods, and next door a West German bank is giving away roses to queues of new customers.

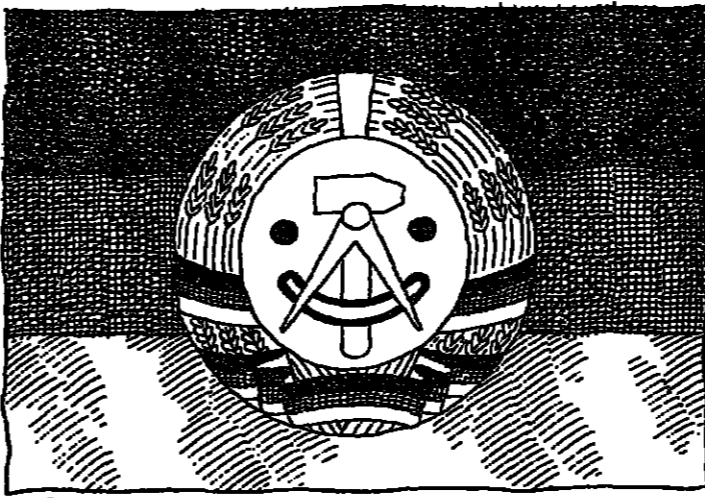
The border, too, disappeared at midnight on Saturday. Unlike the magical opening of November 9, when East Germans walked into the West as if in a dream, the restoration of all street links between East and West Berlin was a boring affair. Driving in the backstreets of the suburbs, you can cross to the West and back several times without even noticing.

The 40-year state which proclaimed international socialism, yet achieved the highest degree of *Kaffee und Kuchen*, *bürgerlich* culture in Europe is dissolving by the day. Sunday's currency union was the true date of East Germany's demise, its sovereignty handed over along with the unwanted ostmarks, its philosophy as devalued as its currency. The actual date, in December, of German unity, will be a mere epiphany. A state which has lost its *raison d'être*, its currency and its power is no longer a going concern.

They danced, drank and cheered their way into the kingdom of the deutchmark. But the jollity was a touch forced, the people aware of the hangover in store. Yesterday everyone looked a little pale. "Adieu GDR," was the real theme of the weekend, and the partying is no moving feast.

The writer Günter Kunert identified his country over a decade ago as a *Nischen-gesellschaft* — a niche society — and still maintains that its sense of identity comes from within its distinct social groups. East Germans believe they are different from the West Germans around them: more emotional, more critical and less apt to take themselves seriously. East Germans are now trying to come to grips with West German capitalism, manners (or lack of them) and driving skills.

A country in which motorists have accidents because one half speeds up on approaching a red light, while the other half slows down, needs time to learn to grow together.



As the mark euphoria wanes, Anne McElvoy reports from East Berlin on divisions that spell danger

The social differences will take at least a decade to heal. East German society has been punctiliously structured for four decades into intelligentsia, functionaries, tradesmen and workers, with those refusing to conform defined as "rowdy elements". All of them, however, were "made in GDR".

The forms of address here are nostalgic throwbacks to Prussian exactitude and revolutionary fervour: "Colleague Schwarz has delegated me the task of receiving you", "Comrade Schreiner is in the people's solidarity sitting".

The upheaval of the last year has thrown this *Biedermeier* world into chaos. What is left of East German identity? That the question is exercising not only writers and historians but also the man in the queue indicates that some sense of identity remains, as well as a desire to retain it.

On the recent anniversary of the 1953 uprising, the *Volkshammer* was so carried away by its minuscule power that it almost voted to unify on the spot. East Berliners were horrified to find that they had, as they put it, "nearly woken up as West Germans" and were united in their demands for a bit more notice before the real thing.

Any further speeding up of the unity process would rob East Germany of a natural desire to bid

a dignified farewell to its past. The West German Christian Democrats have annoyed their East German counterparts by ignoring their claims to a better understanding of motivations and fears for the future. Matthias Gehler, the East German Christian Democrat and government spokesman, was recently prompted, by the superior manner of his Bonn colleagues, to issue a public statement on the differences between East and West Germans.

He saw these as the aftermath of a culture shock on November 9 which now seems a world away, but the aftershocks are still painfully evident in the faces of the old, as West Berlin encroaches on them. Herr Gehler also admitted that in the 40 years of state socialism the population had developed a faint hope of a more humane capitalism than that of the West. People's understandable concerns must also be taken into account, he said. "No one really knows whether they will be able to make it in a competitive society. That is why we are so hesitant, so unsure of ourselves."

The uncomfortable fact is that a sizeable proportion of the population, whether due to the experience of building a socialist state out of the rubble of Nazism or to the propaganda which succeeded

it, believed that East Germany had the potential to be more than a western society. The failure of their ideal has not eradicated their discomfort at embracing capitalism. Socialists are currently taking this to be an encouraging sign, conservatives as a worrying resistance to reform.

Either way, the legacy of the society will last much longer than the state itself or its masters. Much of this melancholy will disappear with the peculiarities of the political and economic system. One of the most comically resigned phrases still heard from those now queuing at banks rather than for bananas was that they were "fully trained East German citizens".

The much-praised solidarity and generosity were pleasant results of a shortage economy and will no doubt dwindle in the new milieu of abundance and competition. Disappearing too is the similarity in people's lives, formerly guided by unseen authoritative hands and now delivered into the mixed dip of western existence.

But there is also a more positive spirit to remember, even if it cannot be retained: a critical, cultured society which listened to what others were saying, which mastered the stress of everyday life with jokes rather than scowls

and which did not attach too much importance to the latest grand-plan meanderings of its politicians.

The worst kind of East German identity to develop from this present process would be a sense of national inferiority, of being "second-class German". It is disheartening to watch the mocking glances of West Berliners at East German shoppers indulging in the very buying spree in which they themselves indulged in the Sixties, still more to listen to West German politicians after a cocktail or two divulging with glee the latest political gaffe of their country cousins.

This tendency must be understood and accepted as being a natural result of four decades of separate development, of isolation in the confines of repression. The ending of that repression and isolation will not of itself extinguish all traces of it. The enemy of true German integration is the arrogance of the opinion-formers in the western part of the country and the indifference of its people. It will take a more sensitive government and more sensitised population for East are not to be driven back across an unseen wall built of snobbery, pride and arrogance.

The plea of the East German prime minister, Lothar de Maizière, to overcome the division by sharing and listening to one another is not a more recommendation for moral improvement. It is a political imperative.

the band on a gallery above," says Gardyne. "Unfortunately, there is only room on the balcony for 150 spectators." Gardyne battled long and hard to get on the show. "I had trouble getting the rights and finally contacted Sondheim direct. He gave his permission immediately and has supported us all the way. He hopes to attend the show, and naturally we would love to have him. There will be no problems with the fire brigade, though he might be advised to have a life jacket on hand."

Pretty young audience tonight

Stephen Sondheim is hoping to attend the European premiere in London later this month of his little-known musical, *The Frogs*. The venue, far from the bright lights of the West End, is Brentford's public swimming bath, where the cast of 40 have been splashing about in rehearsal under the guidance of director John Gardyne. "Sondheim wrote *The Frogs* in 1974 and it was performed in a pool at Yale University," he says. "Since then it has rarely been seen."

Sondheim, better known for his *West Side Story* lyrics and, more recently, *Sunday in the Park with George*, based *The Frogs* on Aristophanes' tale of Dionysus. "All the singing and dancing takes place in the Brentford pool with

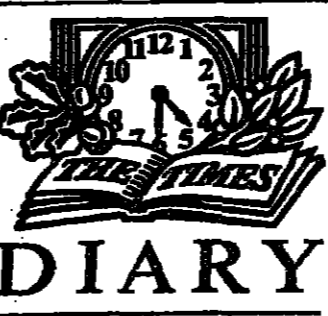
a wave energy generator known as Salter's Duck. It had been issued to everybody by the energy technology support unit a number of years ago," he says. "It was withheld unless I first submitted the text." Ross refused, and the article appeared without the picture.

Ross, a sharp critic of the government's lack of funding for wave energy, says the only purpose can have been pre-censorship. "Even *Pravda* would have trouble getting away with that sort of thing these days," he says. "It opens the door for government department press officers to discriminate, depending on whether or not they like the article." The energy department claims that it is "common procedure" to ask to see the text of an article to check it for accuracy, but both Ross and *New Scientist* insist they have never come across it before.

Of Wakeham's new job, Ross says: "It's a job, poor start. His understanding of the needs of the press for the free availability of information and pictures does not inspire much confidence."

Birthdays suit

Design museums deserve a little licence if they are to celebrate their birthdays in suitably designer style. Such is the view of the London Design Museum, one year old this week, which is wrapping itself in a fascia pink bow. "We wanted something visual in keeping with the museum," says a spokeswoman, surveying a crane engaged in the delicate art of attaching the 4ft-wide ribbon round the building's top tier. "It will be a fantastic sight, visible for miles around."



This year's entries, from 17 nations, include two eights in the Grand Challenge Cup from Dinamo Bilus and Club Zagaria in Vilnius — which, if Lithuania had not just agreed to suspend its declaration of independence for 100 days, would surely have been the first teams from the Free Republic to appear in open international competition.

Making a splash

Stephen Sondheim is hoping to attend the European premiere in London later this month of his little-known musical, *The Frogs*. The venue, far from the bright lights of the West End, is Brentford's public swimming bath, where the cast of 40 have been splashing about in rehearsal under the guidance of director John Gardyne. "Sondheim wrote *The Frogs* in 1974 and it was performed in a pool at Yale University," he says. "Since then it has rarely been seen."

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Making waves

Dubbed "the minister for banana skins" since his appointment six weeks ago to co-ordinate the government's publicity machine, John Wakeham, the energy secretary, has himself slipped on a fine specimen. Journalist David Ross has reported him to the Press Council after what Ross claims was attempted "blackmail" by energy department officials. While writing a piece for *New Scientist* about alternative sources of energy, Ross asked the department's research unit for a copy of a photograph of

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POWER FOR THE PARENTS

The Labour party intends to launch a frontal assault on the government's education policy in the House of Commons today, chiefly on proposals to allow schools to opt out of the local authority system if parents so wish. Labour should be careful: British scholastic standards, both in knowledge and skills, compare badly with those in other advanced European countries. There is widespread dissatisfaction with the attainment of children in reading and numeracy and with their knowledge in other subjects, including history and languages. Opting out was introduced to give parents some leverage to force those standards upwards.

For the same reason, the government introduced the core curriculum to test minimum standards of attainment for children at successive ages. The government has been attacked for doing so, both by the educationists who have in the past dominated teacher training and also from the political left for trying to politicise education to suit a Conservative ideology.

The national curriculum is a genuine attempt to meet legitimate complaints. It was the logical outcome of the "great debate" on education prompted by Lord Callaghan when he was prime minister and continued inconclusively until the present government took action. The good faith of the government's intentions is testified by the fact that Labour has now formally accepted the idea of a national curriculum and testing. Its one suggestion has been to replace attainment-testing, which is a test of knowledge with published results, with so-called diagnostic testing, limited to internal school purposes.

This sounds like a distinction without a difference, except that it deprives parents of information to which they have a right. Like many other past formulae adopted by Labour, it may be no more than a way of squaring party prejudice with political reality, adopting Conservative reforms while pretending not to do so.

The heart of this matter has lain within the education profession. Its original antagonism towards the new curricula made the initial

working parties on particular subjects the butt of widespread ridicule. The history curriculum was so cumbersome as to daunt even Mrs Thatcher herself, to her expressed alarm. The education secretary has felt obliged to withdraw the tests for 7 and 11-year-olds in geography, history and technology. The curricula will be thrashed out, and should prove modern and effective aids to classroom teaching. But Labour can hardly take much credit for a reform to which it has been dragged even more slowly than has a famously conservative profession.

The Opposition will thus direct its attack largely at the government's proposal to allow schools to opt out of local authority control into grant-maintained status. Its hostility to the latter is all the deeper now that Mrs Thatcher has indicated that she would like parents to have regular and automatic four-year ballots on opting out, instead of the present arrangement by which they can only be triggered if a group of parents take positive steps to hold a ballot.

Although Labour has accepted a great part of the government's educational reforms, its hostility to opting-out is an exception. The question remains of what Labour would do to remedy the shortcomings of individual schools, other than merely to concede teachers more pay — its customary concession to its union lobby. This government has not cut education spending. Short of the sort of recklessness often eschewed by Labour's Treasury spokesman, John Smith, large additional sums of money are not likely to appear.

Opting out has considerable appeal, not just to successful suburban schools, but also to deprived inner city ones with falling rolls and a bleak future. Undoubtedly it would destroy the smooth path of local resource planning. But it offers the hopeless parent some hope. At a time when institutional and personal initiative is overtaking much public sector planning, the government has an attractive policy. Labour has to show an alternative more credible than the eternal cry of an Opposition, "Give more money."

SAVING THE WHALE FAMILY

The reputed intelligence of maritime mammals, their mysterious calls and beguiling smiles, have meant that dolphins, porpoises and whales are among the most anthropomorphised of creatures. Their slaughter is thus peculiarly horrible. Yet any appeal to the countries that still take part in hunting them will only succeed if it is rooted in science, not sentiment.

The International Whaling Commission (IWC), which is meeting this week in the Netherlands, has two big decisions to take: whether to lift the moratorium on hunting Minke whales; and whether to extend worldwide protection to small cetaceans such as dolphins, porpoises and smaller whales. It should say not yet to the first proposal, and yes, if the evidence supports it, to the second.

Commercial hunting of big whales has been banned since 1986. Japan and Iceland, with the backing of Norway, claim that the Minke whale population has since increased enough for the ban to be lifted. The argument is political as much as scientific. Japan says whaling is an integral part of its culture, and whalemeat an important source of food. The West has no right to encroach on Japanese culture in this way. If the whale is not an endangered species the West should mind its own business.

All countries of the world have a legitimate interest — indeed, a duty — to help stop a species from dying out. But they do not have a moral right to proscribe other countries' behaviour purely on the grounds of squeamishness. Moreover, such pressure would simply be counter-productive. Japan has chosen to be part of the IWC; it could easily pull out.

In the Minke whale's case, the question of endangerment has not yet been satisfactorily answered. IWC scientists have been asked to come up with new ways of calculating how big the population must become before it is safe to start killing again without endangering the

species. This new "management procedure" will be ready by next year. Until it is, the IWC should resist the whaling countries' request to lift the moratorium. But once it is in force, if the population is big enough and humane methods of killing the whales can be enforced, there is no scientific reason for opposing a return to commercial whaling.

The other issue before the IWC is whether dolphins, porpoises and smaller whales — the small cetaceans — should also come under the remit of the organisation. About 500,000 of these creatures are killed each year, according to a report published last week by the Environmental Investigation Agency. Several species, notably Dall's porpoise and the vaquita, are already threatened with extinction. Many are killed needlessly, caught up in drift nets several miles long that are dragged behind tuna-fishing trawlers.

Market forces have ensured some protection. In a remarkable exercise of consumer power, so many Americans have boycotted cans of tuna fish that large manufacturers have been forced to ensure, and to state on their labels, that their product comes from "dolphin-friendly" fisheries. But there is still a need for monitoring — and where necessary, protection — from an international organisation. The IWC seems the obvious body.

Clearly unnecessary killing should not take place. But many maritime mammals are hunted for food. To win agreement from countries with a vested interest in killing these species, the other members of the commission must avoid emotional arguments. Western countries battery-farm their chicken, shoot gamebirds, force-feed geese, slaughter their sheep and cows, and rear their calves unnaturally to produce veal. If the Japanese choose to kill endangered species, humanely, for food, other countries can hardly plead for restraint where they themselves show none.

THE ALMIGHTY REFEREE

Ever since Diego Maradona's famous goal-mouth foul put England out of the 1986 World Cup, every true-blooded Englishman has asked whether lapses by football referees ought to be open to challenge and correction. Improvers of the game point out, reasonably enough, that everybody watching on television knows within a matter of seconds that the referee was right or wrong, thanks to the magic of the television relay.

Why should the referee not be allowed to share their knowledge, especially when it is of such inestimable value to national pride and prestige? Technological aids advance year by year in tennis; could they not help a little in real football, as they do in the strange American game by the same name? Surely the time has come for that most conservative of sports, association football, to admit that modern electronics can offer some improvements to the enjoyment of the game — and the sense of fairness on which all sport is based.

One version of such an improvement might certainly horrify the traditionalists. Even before the Maradonas have stopped rolling around on the ground, a large official television screen displays a contested incident in slow motion, as the referee, two linesmen, players and the world hold their breath. The referee, seeing what he did not see before, realises his error and awards or disallows the goal. The world waits silent on his word. It is given. Play resumes.

At this point, the experts point out, problems multiply. Who decides exactly which refereeing decisions are to be exposed to trial by replay — the same question as vexes similar solutions to cricket's leg-before-wicket consultations — the players themselves, or referees? If it were the players themselves, or referees, that would give perhaps just the two captains, that would give them the right to interrupt the game at will. Should they not also have whistles? Can it be

guaranteed they would not make false challenges just because the ball subsequently hit the back of their net? Is the right to be limited to actual goals, or should doubtful behaviour in the penalty area also be replayed, in case the referee should have awarded a penalty kick? Would it apply to free kicks in mid-field?

Experts have a more fundamental objection. The job of the referee is to command the field, to exercise a psychological dominance over players. His one weapon is the rule which says his decision is final. He must, in principle, be everywhere, all-seeing, infallible in his wisdom, wrathful in his judgement, and the players must trust him with absolute faith — or else the discipline, as well as the flow, of the game of football collapses.

That said, there can be no reason why the referee himself might not opt to refer to an action replay screen in a case where he himself has reasonable doubt about a decision. Players might demand he thinks twice more often, as they do quite enough already. But a reference to a touchline screen for guidance (as occurs in American football) would be no different in principle from his existing right, occasionally exercised, to consult the linesmen.

Replays do show refereeing fallibility. Given the ever greater strength of defence over attack — producing the low-scoring results which have plagued the present World Cup — one wrong decision can decide an entire championship. The more intensive the replaying and talking-over of mistakes, the more ridicule is heaped on referees and the more reason to give them some back-up to their inevitably snap judgments. Action replays are a fact of football. At present, they threaten to undermine the authority of referees. Properly handled, they might yet re-establish it — and with it the credibility of the world's greatest spectator sport.

UK-China links and Tibet

From Lord Ennals

Sir, Mr Francis Maude, the junior Foreign Office minister responsible for UK relations with China, is to visit Peking this month in breach of the European Community agreement which bans ministerial visits in the wake of the Tiananmen massacre.

However much we need Chinese co-operation in the years leading up to 1997 and the end of British power in Hong Kong, appeasement is not the right policy to pursue. There are no signs that China responds to a "softly softly" approach any more than did Nazi Germany in the 1930s.

On the contrary, a firm stand by the Western powers might have led to a new and more open approach by China, threatened as it is by internal dissension. In the absence of powerful pressure from the West, China has pursued policies of violence and oppression in the face of unarmed and non-violent protest, especially in Tibet which China has illegally occupied since 1949.

Britain must make up its mind whether we are on the side of democracy and freedom or brutal colonialism. When Mr Maude is in China there will be a conference in London attended by representatives from 40 countries on the subject of self-determination for Tibet. There will be strong representation from Eastern Europe and the Baltic states who see their struggle for freedom as being similar to Tibet's situation.

There is mounting feeling against China's colonial policies. It will not be understood by those countries whose newly-gained freedom is precious if Britain is not seen to stand up for the rights of self-determination so powerfully supported by the UN Human Rights Commission.

Britain must speak up for human rights in Tibet, a country with a long history of independence and a leader — the Dalai Lama — who is this year's Nobel Peace Prize winner.

Yours etc,
DAVID ENNALS
(President, The Tibet Society),
House of Lords,
July 1.

Dangerous dogs

From Mr Sam Evans

Sir, When I lived in the country and kept dogs I always had them insured against third-party liability, mainly in case they worried sheep. So did all my friends. Surely making such cover compulsory is the solution to the problem of dog control?

A sliding scale of premiums would penalise the owners of savage brutes and the insurers would insist on safeguards such as penning and muzzling where necessary. At the other end of the scale, owners of sensible pets would pay very little. With such an inflow of new business the insurers would be happy to deliver information to a central file, thus creating the national register the RSPCA seems to think is necessary.

Proper compensation would be paid to victims, regardless of the means of the dog owner. Even non-insured claims could be met under a pooling system as already happens with motor insurance. And none of it would cost the taxpayer a penny.

Yours sincerely,
SAM EVANS,
9 Wilfred Owen Road,
Oswestry,
Shropshire,
June 30.

In Green Park

From Mr Oliver Miles

Sir, All those involved in preparing for the Nato summit in London this week share the regret expressed by Mr McKibbin (June 26) that so much of Green Park has been taken over for the media centre. The answer to his question, "was it necessary?", is yes, given the world-wide media interest in the summit. No suitable building was available close enough to the conference in Lancaster House to avoid delays and disruption of London traffic.

We have been able to work within the strict rules imposed by the bailiff of the royal parks so that any damage we cause is as slight as possible, and temporary.

Yours faithfully,
OLIVER MILES
(Head of Nato summit unit),
Foreign and Commonwealth Office,
King Charles Street, SW1,
July 2.

One-party rule

From Mr J. H. Mensah

Sir, It is a ceaseless wonder to read the explanations which honest liberals in the West can still find to excuse dictatorship in Africa while never contemplating the same for themselves or kindred Europeans.

Mr Chambers (June 20) would surely not accept one-party rule or indefinite detention without trial for himself or any of his friends on the grounds that they might engage in Scottish-English-Welsh tribal conflict. Yet, presumably because Ashantis and Ewes could potentially get at each other's throats, Ghanaians apparently deserve the killings, lawlessness and abuses of human rights to which they have been subjected by the Rawlings regime.

When Britain was in the "front line" against Nazism internment was still hedged around with elaborate safeguards. The Ameri-

Lessons for our language-teachers

From Mr Cellan Williams

Sir, The recent report of a survey of foreign-language teaching and learning carried out by HM Inspectors on which you comment (leading article, June 27) is but one of a series of reports and documents published by the inspectorate and the Department of Education and Science over many years. In all these reports the authors have pointed out that unless pupils and students are offered maximum exposure to the language they are learning, in its spoken and written forms, they will not make adequate progress in it.

Many teachers have always accepted this stance and the foreign language is regularly used in their classes. Many more, however, including university teachers, use English as their teaching and lecturing medium and thus make it very difficult for their pupils and students to gain any proper familiarity with the target language. The belief persists that it is better to explain the foreign language in English than to use it in a controlled way as the *point de depart* for teaching and learning.

The result is that pupils simply do not see and hear enough of the foreign language and the fluency of the teacher, which was probably adequate at some stage in her or his career, is corrupted by the teaching process. All this is as true of the independent or private schools as of the maintained sector. At university level the foreign language should be constantly used in lectures, seminars, tutorials and essays.

There are, however, extenuating circumstances, certainly where schools are concerned. Large classes, a meagre ration of time, usually two 70-minute lessons per week for about 38 weeks of the year, poor course books, are but a few obstacles to good teaching and learning. Classes should number no more than 25 pupils; four 35-minute lessons are better than two of 70 minutes; teaching materials should be entirely in the foreign language and the language should be used as a constant medium of communication in the classroom.

We need to make better use of the remaining foreign-language assistants who come every year to our schools and we should certainly make better use of the excellent foreign-language schools and other programmes broadcast by the BBC and the independent companies which give pupils and teachers opportunities to see and hear native speakers of other languages.

It is good to note that sub-titles rather than voice-over translations are increasingly being used when statesmen and politicians from other countries are being interviewed or speak on television. This helps to show our doubting pupils that other people do use other languages for real purposes and may increase their motivation to learn.

With respect to your leader

Patient's death

From Dr Clive Layton

Sir, Dr Joy (June 28) suggests that a patient died needlessly but describes a death apparently due to a complication of coronary angioplasty, a procedure known to be associated with some risk.

If Dr Joy felt that the waiting list at his regional centre was unacceptably long he could have contacted any one of a dozen other units within a reasonable distance of his hospital who could have carried out the procedure at an earlier date. I know of several waiting lists of days or weeks for angioplasty.

He cites 21 deaths over 11 years but he does not state how many patients he placed on the waiting list at that time. Bearing in mind that angioplasty and cardiac surgery carry risks of between 0.2 and 5 per cent depending on the procedure being undertaken and the experience of the particular

Armed forces cuts

From Brigadier R. H. Fisher

Sir, The review of our defence requirements (call it what you will) appears to be taking place in a somewhat illogical fashion. We are told (report, June 19) of various cuts, either executed or planned, which seem to have been decided by junior ministers and civil servants who know little of military matters but are keen to save money. We are also told that the Defence Chiefs — the professional heads of the Services — have been "consulted", whatever that may mean.

Granted that cuts must be made, this process is irrational. cans after 50 years have been compensating the Californian Japanese because they admit many of those detentions were wrong, front line or no front line. But it seems that, in the eyes of many people who on Sunday profess that we are all made in the image of one God, such a concept is not applicable to Africans.

At the technical level experience supports Mr Hurd's reinstatement (report, June 7) of a more civilised political morality into the aid business. After absorbing \$4.5 billion of Western aid in six years all that the Ghana regime can offer its people is the retrenchment of 150,000 jobs out of a total registered labour force numbering just 500,000 in 1987 and a basic wage of 30p a day for those lucky enough to have kept their jobs.

Letters to the Editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.

writer, language laboratories are not the answer. They are not teaching aids although highly motivated people may find them useful for private study. In any case their cost puts them out of court. Video and audio recordings are greatly to be preferred. Your recommendation of properly organised exchange visits deserves every support, but it is a risky business, difficult to organise successfully and inevitably available only to a comparatively small number of people.

Under the provisions of the National Curriculum we now hope to teach at least one foreign language to all school pupils from 11 to 16 years of age. (Heaven forbid that we should try to resuscitate primary-school French!) There are problems and difficulties ahead but we must try. The next step will be to make continued learning of a foreign language an obligatory part of the curriculum or programme of study for everyone in full-time education up to and including university undergraduates. Then we may produce a cadre of people more or less competent in one or more languages other than their native tongue without their necessarily being specialist linguists.

Yours faithfully,
CELLAN WILLIAMS
(HM Inspector 1964-86),
5 The Glebe, London Road,
Wheatley, Oxford,
June 27.

From Mr Robert Ramsay

Sir, Your editorial on the state of language education was, unfortunately, quite true, but the solutions you suggest are mistaken in omitting the importance of native speakers.

If "cost-effective" is the marker, I would suggest we look to Japan for a more adequate solution. To enhance the learning of English, thousands of native speakers have been "imported" for short spells as conversation instructors, for both public and private schools, over the years.

Occasionally they teach grammar or vocabulary, but as the Japanese are quite able to grasp the basics of these themselves, they are usually confined to "free talking". This has produced, in the majority of Japanese youths and managers, a far warmer appreciation of their second language than comparable English appreciations of French or German, and a far more confident outlook in dealing with people who speak only English.

I recently taught in Japan for nine months, being "imported", with 17 other university graduates, over thousands of miles, like many others from England and other countries. If we, too, are to get to grips with a second or even third language, we must start importing teachers of our own.

Yours faithfully,
ROBERT RAMSAY,
11a The Rise,
Ponteland, Northumberland,
June 29.

centre where it is being performed, it seems likely that some, and possibly all, of these patients would have faced similar risks had they actually received treatment. Experience in most units indicates that only about half of patients undergoing investigation proceed to undergo surgery.

The facts point to a significant increase in the provision of cardiological and cardiac surgical facilities over the last 10 years. If Dr Joy feels this is not enough I would agree, but one must acknowledge that the demand can never be met. We can do our best with the resources available and we can argue the case for an increase in resources. I doubt that Dr Joy's letter will help promote that argument.

Yours sincerely,
CLIVE A. LAYTON
(Consultant cardiologist),
London Chest Hospital,
Bonner Road, E2,
June 28.

The first requirement is for the Chiefs to assess the threats to our national security and our various commitments; they should then propose the size and shape of our forces. That — and not before — is the point when the politicians, carrying the responsibility for authorising defence expenditure, say what we can afford.

This is the only logical method of proceeding; it is also the right one for planning the defence of our country.

Yours faithfully,
HARRY FISHER,
Atkinson House,
Brough Park,
Richmond, North Yorkshire,
June 20.

Private investment, both Ghanaian and foreign, has signally failed to follow the official aid to create jobs and wealth. For which businessman wants to go and get abused by vigilantes with no assured access to a decent court for the protection of his person or his investment?

Even on the more cynical view that the purpose of your aid is to win markets for British exports Mr Hurd is surely right. Just how many cars — or even bicycles — can Ghanaians buy from you when their national income is stagnant at less than £300 per head, and held down by the repressive brutalities of a "revolutionary" regime imposed out of the barrel of a gun?

Yours sincerely,
J. H. MENSAH
(Minister of Finance,
Ghana, 1969-72),
10 Lonsdale Gardens,
Thornton Heath, Surrey.

TV coverage of World Cup

From the managing director, Network Television, BBC

Sir, The Government has willed that there should be greater competition in British broadcasting. The BBC has welcomed this and *The Times* has not been coy in voicing its support.

How curious, then, that your leading article today should propose that BBC 1 abdicates responsibility to provide proper coverage of the current World Cup tournament.

We have invested licence-payers' money in a contract with the FA that has enabled us to chart the two-year progress of the England team as they won through the qualifying stages of the current tournament. We have invested a great deal more in building up the expertise of a sports department that has served the viewer well over more than half a century.

The proposition that we abandon this commitment because our commercial competitors have decided they want to deliver World Cup audiences to their advertisers and sponsors is an extraordinary one. Past statistics show that the audience, if offered rival transmission, will show a preference for the BBC's style of coverage at a ratio of around two to one.

With public interest building hourly, how convenient it would be for our competitors if we were to pack our tents and retreat from the stadia in Rome and Turin and Milan.

Football fans (and all the other millions lured to their screens by the drama of this World Cup) deserve the best service the BBC can offer. It is both elitist and unfair to pretend that their expectations and needs are less important than those who wish the BBC to bring them a quality service of art, drama, comedy or current affairs (notwithstanding the provision of an alternative choice of viewing on BBC 2).

For the record, the BBC has not reneged on any "gentleman's agreement" with ITV. We said we would judge each round on its merit. We will certainly follow the fortunes of the England side to their logical conclusion. To do otherwise is as unthinkable as broadcasting *Turandot* without the last act.

Yours faithfully,
PAUL FOX,
Managing director,
Network Television,
British Broadcasting Corporation,
Wood Lane, W12,
July 2.

Business manners

From Mr T. H. Garner

Sir, Your report (June 29) remarks by two senior representatives from the business world concerning the need for industrial training for students in full-time education.

My son, reading for a business degree, wrote to over 50 firms seeking a one-year industrial placement required by his sandwich course and fewer than half a dozen even had the courtesy to reply. Interestingly, those which did were mostly government-funded organisations.

Fortunately, when morale was at its lowest ebb, a placement (without which no degree was obtained. At least count, more than 40 per cent of my son's course still haven't found anything).

Peter Morgan, Director General of the Institute of Directors and Sir Bryan Nicholson, Chairman of the Confederation of British Industry, in addition to encouraging links between industry and education, could improve the image of their organisations, in the eyes of the student population at least, by reminding their members that "manners maketh firms as well as men".

Yours faithfully,
TREVOR GARNER,
Kingshires, Church Road,
Idmiston,
Salisbury,
Wiltshire,
June 29.

Springs of charity

From Mr David Forrest

Sir, Scrivener (The Law, June 26) says that guidance "used" to be sought from the Charity Commission on how charities could start up. Why the past tense? We receive about 12,000 such enquiries each year. Our free booklet, *Starting a Charity*, goes like hot cakes.

On a point of accuracy, 4,119 new charities were registered last year, not 3,600 as reported by Scrivener. It is true that we are devoting resources to monitoring and investigation work in relation to alleged abuse, but not at the expense of our services to both new and established charities.

Yours sincerely,
DAVID FORREST
(Secretary to the Board of Charity Commissioners),
Charity Commission,
St Alban's House,
57/60 Haymarket, SW1,
June 26.

The Thatcher factor?

From Professor Patrick Collinson

Sir, Mrs Thatcher may have had more influence on the thinking of university students than she is sometimes given credit for. A candidate in our historical tripos, writing on the subject of marriage in the 17th century, attributes occasional marital breakdown to "economic depravity".

Yours etc.,
P. COLLINSON,
Trinity College, Cambridge.

Game, set and matching logos for sportswear sponsors



Changing fashions on the court: Ivan Lendl, the No 1 seed at Wimbledon, takes the court in 1984 (left) wearing Adidas sportswear, again with Adidas (centre) and sporting his latest Mizuno flying eagle shirt (right)

Once upon a time, Wimbledon was a society event with debts in designer dresses. Today, it is the players who are debating the merits of flowers versus sploches, of wiggles against dots, or of washing your whites as coloureds.

Fred Perry spotted the billboard potential of tennis players in the Thirties, and handed out shirts with a laurel-

wreath logo. Sponsorship was born, and today it is as much a part of Wimbledon as rain and Dan Maskell. The designer Jeff Banks believes that it was because feet do not feature large enough on television screens that sponsors (largely shoe manufacturers) wanted the whole strip designed. "Players are supposed to design their own clothes," he says. "Of course they don't. Each company has a

design team, or they contract out to independent designers like myself." Each year, more players are earning ever-increasing amounts for endorsements. In January, after nine years with Adidas, the No 1 seed, Ivan Lendl, signed a deal with Mizuno, a Japanese golf equipment manufacturer, and donned a new shirt printed with an eagle. "It is easily identifiable and seen in every newspaper

and on every screen," Mr Banks says. "The subliminal image will enter all our heads." Hundreds of spin-off variations, what Mr Banks calls "urban sportswear", will be sold worldwide. "It is a most peculiar phenomenon that individuals go out and buy a T-shirt with somebody else's sign on it," says Wally Olins, managing director of the Wolf Olins corporate design company. He sees it as

a phenomenon of the last ten to 15 years. "Before that you would see Popeye or Mickey Mouse on T-shirts, but they were anthropomorphic characters and charming with it. There is nothing charming about Adidas." According to Lillywhites, player-endorsed shirts are very popular. Edberg's and Becker's sell very well, and they have only medium sizes left of Agassi — and he

is not even playing. The company does not stock Lendl's Mizuno shirt yet but it says it is asked for it every day. Last year there was a furore as Steffi Graf was refused the right to wear a colourful shirt. "I think it is quite right to maintain certain proprieties," Mr Banks says. "Otherwise players will end up merely as walking boardings."

NICOLA MURPHY

In hot pursuit of Pucci

Psychedelic prints from the Sixties are dazzling the Nineties, Liz Smith reports



Original print: Liz Taylor in 1967, in a Pucci dress



The legs have it: blue, black and white Spandex leggings by Pucci, Nineties-style

Brown, the chic boutique chain that is one of London's barometers of what is hot, or not, in fashion, is under siege. Its second delivery in a month of Pucci leggings and heraldic silk shirts was selling out even as it was being unpacked. Colourful kaleidoscopic patterns, created originally by the Marchese Emilio Pucci di Borsari in 1950 and made famous by the *dolce vita* set of the Fifties and Sixties, have come spinning back into fashion in 1990.

Shaken alert recently by Christian Lacroix's clashes of acid colour and swirls of psychedelic pattern, the fashionable are launching into a celebration of flamboyant print.

The 75-year-old marchese founded his fashion firm in 1948 in the family's Florentine palazzo. His fashion career began when he was photographed wearing a ski outfit he had designed himself. He enjoys punctuating the story of his career with anecdotes about this or that design. Each story has much the same scenario, set in some jet-set location. Pucci meets girl, on a ski slope in St Montiz, in a hotel lift in Paris, on an airliner, and creates for her a swimsuit, ballgown or parka. His prints, he says, were inspired by the vivid underwater shades of blue, turquoise and violet, or by a stained-glass window, or Botticelli's *Birth of Venus*.

His children, Laudomia and Alessandro, work in the family fashion business to help cope with a new flood of orders from around the world for the clothes which were a status symbol of the Sixties. When Elizabeth Taylor's furs flashed open it was often to

reveal the jazzy splash of Pucci print worn underneath. Pucci squares in racing silk colours were cut into man-tailored shirts for Lauren Bacall. Jacqueline Kennedy wore Pucci Palio-print silk shirts flying loose over narrow Capri pants. In the two months before her death in 1962, Marilyn Monroe was photographed by George Barris for a biography in a succession of Pucci shirts.

In the Sixties, Braniff air hostesses wore a Pucci capsule wardrobe, including snood and vinyl hat, turtleneck and micro-skirt. It was known, inevitably, as the Airstrip. Parker pens, writing paper, Rosenthal porcelain and even a Lincoln Continental car were all patterned in Pucci during those years.

Laudomia Pucci, aged 28, vice-president of the family business, says she and her father work as a team, creating a wide range of clothes from evening dresses, silk shirts and tunics to swimwear and scarves. "This new interest in Pucci is great, and we believe there is potential for lasting demand, but we do not want the Pucci name to be associated only with leggings," she says.

Carlyne Cerf de Dudzele, the stylish French fashion editor on *US Vogue* and a collector of vintage Pucci designs, was among the first to be sighted wearing splashy-printed Pucci silk shirts and leggings. Hamish Bowles, style editor at *Harpers & Queen* and leader of the school of "exquisites", or young British dandies, knots a Pucci scarf as a cravat. Katharine Hammett was poured into one of Pucci's wilder patterned bodysuits when she ran out on the catwalk at the end of a recent

show. Suzy Menkes, fashion editor of the *International Herald Tribune*, unpacked her trunk of vintage Pucci and wore a Sixties jumpsuit to amuse Christian Lacroix, her guest of honour at a dinner she hosted last summer.

There are Pucci rip-offs, of course, rolling out of Hong Kong, the United States and Europe. The Puccis are monitoring the booming trade in colourful abstracts printed on to stretchy Lycra, Spandex, with cotton and sheer polyester georgette or jersey. "We don't mind when designers like Lacroix or Gianni Versace take inspiration from my father's prints and interpret them their own way," Signorina Pucci says. "We get annoyed about the mass-market copies. The designs are difficult to get right. So often they look vulgar and cheap."

In the Pucci spirit, but not line-for-line copies, are tie-dye, swirl printed Lycra leggings from £15 at Camden market in north London and secondhand Sixties leggings, £15 to £25 from Psychedelic Supermarket at Kensington market, south London. Hennes Sixties-inspired flower-printed leggings, £9.99, and Benetton swirling psychedelic and flower printed leggings, £19.90, are both available nationwide. Christie Walsh printed velvet leggings, £80, are at Harrods, SW1; The Vestry, South Molton Street, W1; Jones, Floral Street, WC2.

Joan Burstein of Browns, who read the signals a season back, stocks the Pucci originals at her South Molton Street, W1, and Sloane Street, SW1, shops. Leggings are priced from £50; scarves, £110; cotton dress, £200; silk bag, £250; shirts, £500.

A museum comes of age

The Design Museum celebrates a stormy first year with party and a pink ribbon

Commuters crossing Tower Bridge this week may be surprised to see that the elegant white Fifties building on the Thames waterfront, next to Sir Terence Conran's Butlers Wharf development, has been wrapped up in a huge pink ribbon. Saturday is the first birthday of the Design Museum, the first museum devoted to industrial design.

Helen Rees, the museum's director, and her staff of 26 feel they have every right to celebrate. Their first year was difficult, beginning with negative comments from critics and the abrupt departure, after two months, of Stephen Bayley, the high-profile chief executive, following rumours of feuds with the trustees over the museum's direction.

But six months into the directorship of Ms Rees, aged 29, the Design Museum is flourishing. The first-year target of 150,000 visitors has been beaten, there are 2,000 members, and it is working almost within its £1.8 million annual budget. Funding is assured for the next two years and its growing list of blue-chip sponsors includes Fiat, Sony, Rolls-Royce, Olivetti and Unilever.

Behind the success lies eight years of planning which began when Sir Terence formed the Conran Foundation to create the type of education, research and resource centre he had been unable to find as a design



Striving ahead: Helen Rees, Design Museum director

student. First came the Boilerhouse, in the basement of the Victoria & Albert museum. Five years later, the foundation moved to its present home, a warehouse adjacent to the Butlers Wharf site which Sir Terence was developing into shops, offices and housing.

Inside are a revived Boilerhouse, which houses temporary exhibitions such as the current one on Czech avant-garde art, architecture and design of the Twenties and Thirties, and a permanent collection of about 400 mass-manufactured objects. These include everything from a pristine Volkswagen Beetle to a vintage typewriter. There is a constantly changing review gallery, library, lecture theatre, coffee bar and café.

Under Mr Bayley's direction, objects were treated with a degree of reverence that gave the place a rather precious, sometimes elitist, air, Ms Rees says. She has taken the chairs

in the permanent exhibition off their plinths and invited people to sit on them. "The function of the museum," she says, "is not to differentiate between good and bad design, but to make sense of all kinds of everyday objects in a cultural context."

She believes that growing awareness of environmental issues is setting new criteria. "The old priorities of branding, looks, price and convenience are having to jostle with new concerns about the effect on our surroundings of the production, consumption and disposable processes that go into making and using things."

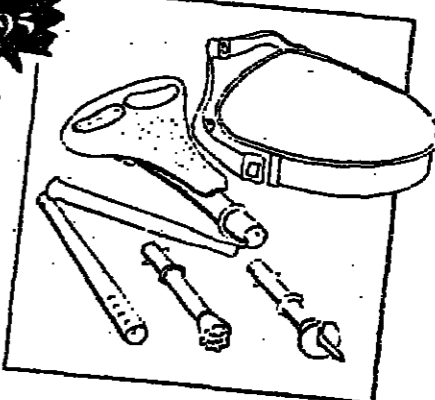
She believes this opens the way for the museum to act as a popular consciousness-raiser. "Critical appraisal of a washing machine, for example, can lead to discussion of all kinds of issues, such as who builds machines, who does the housework and so on."

LISA O'KELLY

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ARTS

RADIO

Eyes off the ball

WHO inhabits Cameroon? The Cam? The Croons? The Loony Toons? Now that its fizzingly robust football team has departed the World Cup, this column can reveal the shocking truth that it was composed entirely of Cameroonians, not "Cameroons" or "the Cameroon". *World Cup Special* (Radio 2, Sunday) had Bobby Robson, the England manager, uttering the usual gaffes. These went undetected by a commentator who thought it was in Naples's San Polo stadium, named no doubt for the patron saint of newly-minted soccerists.

Off the ball, Brian Butler and Mike Ingham engaged in a double juggling act with Roger Milla, Cameroon's dynamic substitute who is usually spelt Müller and can be pronounced either in the English or the cod-Italian fashion. But what a commentator's dream Milla has been: aged 38, played for nine clubs over 20 years, retired twice, latterly discovered knocking a ball about on an island in the Indian Ocean; "one of the darlings of the World Cup", as our lads in Naples reminded us. Every commentator in every medium has been patting Milla on the back for his fact-sheets for pertinent information. Butler and Ingham calculated that Milla plus Peter Shilton, aged 40, equalled 78. By the end of the match they "might be swapping pension books instead of shirts". Ray Clemence, the other "high priest of English goalkeeping", was on hand to lodge a protest.

Radio 2's coverage of the World Cup has on the whole been competent and judicious, attending to its brief of registering action as it develops and reserving its *sportando* for the genuinely dramatic moments. The advantage it enjoys over its television counterpart is that it has a function which cannot be upstaged by images. It can, however, be lulled away from significant events which cannot be detected by listeners. Just before half-time on Sunday evening, during a parous passage for Robson's Jammy Dodgers, Gary Lineker's troubled big toe took a tumble which prompted a stretcher to warm up on the touch line. On radio the hiatus went unannounced. Eventually "You're not missing anything, by the way, because..." We missed heaps.

Ethnocentricity — the elastic frame of mind that, for example, hails Scottish successes as victories for British sport — is a puzzle to Arnold Brown, the Glaswegian Jewish accountant turned stand-up comic. Growing up in a rabidly Protestant and unabashed city, he burnt with shame to see his testicular father being thrown into pubs on Saturday nights. Saturdays now bring Arnold Brown and Co (Radio 4), in which his mild-mannered stage act has been expanded with the help of character actors (and too many writers) to form an average extended fantasy. Arnold Brown mislays his *Beano*. Arnold Brown is troubled by racism. Arnold Brown stamps it out by broadcasting to the world a brief exhortation for all men to be nice to each other. Ivor Cutler, his fellow Glaswegian, would surely have taken it all further.

MARTIN CROPPER

CLASSICAL MUSIC

Talent drifts without a rudder

Without a vision of how best to train our young musicians, a clear national strategy looks a long way off, Richard Morrison argues

Disquiet over the way British musicians are trained has been simmering for at least 30 years, but the debate now seems to be coming to the boil. There is no single issue at stake here; that is part of the trouble. Schools, colleges and universities are tangled in a confusion of aims and theories. In state schools until the early 1960s, music teachers and parents could count on some buttresses of certainty and consistency, however limited these may now appear. Classroom-singing was one such norm; recorder-teaching, sometimes producing remarkably horrible results when inflicted on a mass scale, was another. For a selected few, there were O- and A-levels, requiring traditional grounding in harmony, counterpoint and history.

The reforms of the last 25 years have swept away many of these certainties. But what has replaced them? Teachers are now falling between two stools, but many. Should their attention be directed primarily at the musically gifted: those who may themselves become musicians or music teachers? Or should their scarce resources be spread on egalitarian lines on the "every kid has a go on the synthesiser" principle? Should musical literacy be seen as the key to true creativity, or as a dusty discipline that may put a non-academic child off music for life?

Do European music traditions take precedence in a classroom full of children from Asian or West Indian families? Are the values of the music business — which depends for its survival on the vast majority of people being passive

consumers of music, rather than active music-makers — to be supported or countered?

These are not easy questions to answer at the best of times. If a local authority has reduced music teaching to a token minimum presence, the questions cannot even be asked. Yet on these shifting sands of unproven dogma and inadequate budgets, the training of our professional musicians must be founded. It is small wonder that our music colleges and university music departments defect criticism of themselves by pointing to deficiencies in many of the candidates who come to them.

Those teaching in colleges and universities have scarcely demonstrated their own width of vision. The music colleges moved far too late to tackle vital new disciplines. Students will leave music colleges knowing how to get through the solo part in, say, a Beethoven concerto, (99 per cent will never need to) but unprepared for the rigorous routines needed in either the orchestra or the classroom. Yet that is where most will end up.

Attempts to change the music colleges have often faltered on their teaching staff's devotion to the old ways. In 1965 the Gulbenkian Report, *Making Musicians*, recommended the creation of a single National Conservatoire of Music. Nothing happened. Twelve years ago its successor, *Training Musicians*, put further strong arguments for an overhaul of the colleges. That, too, never happened, although the National Centre for Orchestral Studies was subsequently set up to bridge the gap between the colleges and the profession.

More recently, Sir David Lumsden, the principal of the Royal Academy of Music, instituted a sweeping reform of the Academy's curriculum, bringing in internationally renowned performers as guest professors. Some staff resisted the changes, leading to a period of bitterness. Then, last week, the Royal College of Music rejected the conclusions of a report by the Polytechnics and Colleges Funding Council, which had recommended a merger of the College and the Academy.

University music departments also had a bad time in the 1980s. To a government inclined to be sceptical about the value of any arts-based research, some music departments presented themselves as siring ducks. Esoteric dissertations into areas which had no conceivable bearing on the way music is performed or appreciated; computer-based compositions expounding Byzantine mathematical theories in sounds that conveyed nothing to anybody; these are not signs of a university community which feels it has a mission to shape the country's musical life.

Britain is bursting with youthful musical talent. A visit to the National Festival of Music for Youth, in London all this week, would confirm that. What is needed is a nationwide mechanism for converting the best of this youthful talent, slowly but surely, into world-class professional adult performers. While orchestral managers, conservatoire directors and schoolteachers continue to march to the beats of different drums, that will never be achieved.



Yehudi Menuhin and a pupil; schools such as his are admired overseas but questioned at home

Britain's music-education system was given a keen-eyed appraisal last week by Boris Kulikov, president of the Moscow Conservatoire, here to conduct the BBC Singers. The Russian music-education system is (along with the Moscow Metro, perhaps) one of the few aspects of Soviet life worthy of serious imitation. The important thing is not so much that talented children are taken to the Central Music School in Moscow at an early age, and trained intensively; it is that the youngest children are often given the best teachers.

"Yes, we start with the very young and make logical progress from then on," says Kulikov. "But we also make sure that the most talented players are working with the youngest children, and are well

paid for it. There is no attitude of 'he is only a little boy what can he do?' Quite the opposite. This is the big plus in our system. It is a pity that not everybody in Britain understands its importance."

Not surprisingly, Kulikov admires the British institutions which come closest to the Russian intensive-training plan: specialist music schools such as Chetham's or the Yehudi Menuhin School. In Britain such institutions have sometimes been attacked on two fronts: first, for being "elitist", creaming off the top talent for special treatment; second, for subjecting those children to a "hothouse" training, in which other sides of their education may be neglected. Kulikov will have none of this. He maintains that putting a gifted child through 15

years of continuous musical training is the surest way of producing a superb technique. That view is supported by the violinist Anne-Sophie Mutter who, on her first teaching visit to London, expressed some amazement that Academy students were struggling with technical matters that should have been solved when they were 10.

Kulikov does acknowledge, however, that Moscow and London share one problem: a shortage of great teacher-performers. "Throughout the world this is the same. There are fewer and fewer top soloists prepared also to teach seriously, to form 'schools', as Oistrakh and Sitkovetsky did. Commercial considerations now dominate the thinking of top soloists and their managers."

CRITICS' CHOICE: CONCERTS AND RECITALS

FLUTE AND HARP: James Galway's golden flute is partnered by Naoko Yoshino's harp in Mozart's duo concerto with the Philharmonia. Giuseppe Sinopoli brings the Sicilian Salvatore Sciaccino's unusual timbres of *Berceuse variata* (1977) to open the programme, and finishes with Schubert's Ninth Symphony. Festival Hall, South Bank, London SE1 (071-928 8800), tonight, 7.30pm, £2-£18.

HANOVER BACH: The Hanover Band's "re-creation" of period style extends to Oxford and Bach's B minor Mass, directed by Ian Watson. Christopher Robson's counter-tenor is added to the solo voices of Nancy Argenta, Catherine Botes, John Mark Ainsley and David Thomas. Sheldonian Theatre, Oxford (0865 864056), tonight, 7.30pm, £7, £12, also Handel/Vivaldi tomorrow; European Community Baroque Orchestra, Thurs, both 7.30pm.

YORK VESPERS: York's Early Music Festival opens with the first performance in modern times of Charpentier's *Vespers for the Feast of St Louis*. Peter Seymour conducts the Yorkshire Bach Choir and Baroque Soloists in a liturgical reconstruction for double choir and double orchestra, plus solo voices as it might have been heard in 1690 in Paris. St Michael-le-Belfrey Church, York (0304 644194), Fri, 7.30pm, £7. Also 14th-century Mass of Taverner by Ensemble Organum, St Clare's Church, Marygate, Sun, 7.30pm.

CHORAL COLLATION: From Berg to Britten (Choral Dances from *Gloriana*) and Bernstein (choruses from *The*

Symphony, conducted by David Coleman, offer an appealing assortment of modern choral music, including Penderecki's *Agnus Dei* and Hans Werner Henze's *Novae de Infinito Laudes*. Jane Manning, Beverly Mills, Geoffrey Pogson, Peter Savage are solo singers. St John's, Smith Square, London SW1 (071-222 1061), Sat, 7.30pm, £4-£7.

CHELTHAM FESTIVAL: Opening concert of 48th festival with Robert Haydon Clark directing *The Consort of London* in Mozart and Dvořák, with a *Sinfonia* to begin by Jan Zelenka. Bach's *Bohemian* contemporary. Also the Armenian pianist, Sate Tanyel, in a D major Concerto by Haydn. Town Hall, Cheltenham (0242 523690), Sat, 8pm, £4-£14. BBC Symphony Orchestra in European premiere of Sir Michael Tippett's *New Year suite*, Mon, 8pm.

AMSTERDAM BAROQUE: Ton Koopman, distinguished Dutch keyboard player and conductor, directs

the Amsterdam Baroque Orchestra which he founded. Its short 10th anniversary tour includes Bach (third Brandenburg and third Suite), Handel (*Queen of Sheba* and a Concerto grosso) and Telemann (Concerto for three trumpets), plus *Capriccio stravagante* by Carlo Farina. Sheldonian Theatre (as above), Sat, 7.30pm, £7, £12.

ALMEIDA DOUBLE: Two programmes at Islington's Almeida Festival begin at 5pm with Scott Struman conducting premiere of the Hungarian Henrik Gorecki's *Songs of Joy and Rhythm* for two pianos (Andrew Ball, Julian Jacobson) and orchestra, and the Georgian Giya Kanchel's *Morning Prayers*. At 7.30pm two more premieres: Rupert Bowden's *Wanderjahr* and Mark-Anthony Turnage's *Three Farewells* plus other works from the Nash Ensemble. Union Chapel, Compton Terrace, London N1 (071-359 4404), Sun, 5.50 (5pm), £7.50 (7.30pm).

POULENC PARADE: An all-Poulenc programme by the Whistler Choir and Rosemary Orchestra under Christopher Hemick has the *Salve Regina*, Stabat Mater and Gloria (with soprano Juliet Booth) separated with the Piano Concerto and Three Pieces for piano played by Angela Brownridge. Queen Elizabeth Hall, South Bank (as left), Mon, 7.45pm, £4-£10.

NOËL GOODWIN: GOOD VIBRATIONS: The deaf percussionist Evelyn Glennie will have the audience bouncing off its cushions with a programme including Nye Rosaura's *Concerto for Marimba*, Paul Smeadbeck's *Rhythm Song*, and Keiko Abe's *Michi*, all at the start of Youth and Music's annual Cussion Concerts. Royal Academy of Art, Piccadilly, London W1 (071-379 6722), tomorrow, 7.30pm, £4.

JARD VAN NES: The young Dutch mezzo soprano is rarely heard in recital in Britain, but she uses Mahler's 130th

birthday as an excuse to come to the Wigmore Hall for a recital of Richard Lieder, songs from Des Knaben Wunderhorn, Lieder by Berg, and Schumann's *Frauenliebe und Leben*. Wigmore Hall, London W1 (071-935 2141), Sat, 7.30pm, £5-£10.

OUNDEL ORGANFEST: Poised on the borders of Cambridgeshire, Leicestershire and Northamptonshire, the Oundle International Organ Festival spreads itself over a number of churches and galleries in the central shires. It opens on Sunday with a late afternoon trumpet and organ fanfare from Crispian Steele-Perkins and Anne Page, an evening of Spanish music from the Segovia Guitar Trio, and a twilight recital by the Bingham String Quartet. Oundle School Chapel, 5pm, £3-£4; Wadenhoe Church, 7.30pm, £4; Yarrow Art Gallery, 8.55pm, £2; Sun (Information: 0632 272227).

ICELANDIC WINDS: The Reykjavik Wind Quintet, inevitably seldom heard,

yet irresistibly original and witty in its programming and playing, makes its UK concert debut at the Cheltenham Festival. It picks up the festival's Bohemian theme by including Reich's Wind Quintet in the programme of Fricke, Ibert, Macanochy and Patterson. Pitville Pump Room, Cheltenham (0242 523630), Mon, 11am, £4-£7.50 including interval coffee.

YORK EARLY MUSIC FESTIVAL: "Les plaisirs de Paris" is the theme of this year's festival which opens on Friday. Saturday offers a full day of events from the York Waits' morning of French chansons and dances from a York manuscript, to an afternoon concert of "Cris de Paris" given by I. Fagiolini in the Museum Gardens, to an evening of troubadour songs with Catherine Bott. Guildhall, 11am, £4; Hospitium, 2pm, £4. Merchant Adventurers' Hall, 7.30pm, £5. Sat. (Festival information: 0904 658338; booking: 0904 644194).

HILARY FINCH

JAZZ

Brassy, but becoming boring

As the saxophone approaches its 150th birthday, Clive Davis wonders whether there are too many jazz players blowing the same horn

There is, to the best of my knowledge, no such thing as a patron saint of jazz. But if there were, one of the candidates would surely be a Belgian musical-instrument maker by the name of Adolphe Sax. Though his most celebrated creation, the saxophone, has been a marginal force in classical music, it has become the undisputed symbol of jazz.

With the 150th birthday of the saxophone upon us, there is good reason to be grateful to Monsieur Sax. Yet this may also be time to ask whether the moodiest of jazz instruments is threatening to become a bore.

There is nothing wrong with the saxophone — or more precisely, the tenor saxophone — being the dominant voice in jazz. The problem is that one particular school of tenor playing, influenced by John Coltrane, seems to be squeezing out all the others. We have reached the point where a young romantic such as Scott Hamilton is treated as a quaint but irrelevant leftover from the Thirties. To imagine the effect, consider what it would be like if most young painters were Cubists.

Coltrane, who died of cancer in 1967, was an obsessive instrumentalist who set new standards for the saxophone. With his abrasive, keening timbre, he indulged in epic improvisations, some of which could last for half an hour or more. Not everyone admired the result — Philip Larkin spoke for many when he described it as "insolent egotism" — but it is difficult not to be impressed by the energy and commitment of the music.

The same cannot be said of today's imitators. Barry Kernfeld, the editor of *The New Grove Dictionary of Jazz*, sums up the problem: "Idolising some small aspect of John Coltrane's musical personality has become so widespread as to become boring. To do what Coltrane did was as difficult as anything in jazz. But if you just want to imitate his sound, it's easy: all you do is get yourself a good metal mouthpiece."

The *New Grove* devotes six



Courtney Pine: one of the inheritors of the Coltrane legacy

pages of analysis to the saxophone. The tone, as in most reference works, is strictly non-committal. It is all the more interesting, then, to find that the author of the entry, Lewis Porter, is also worried about the Coltrane legacy. Professor of Music with the Institute of Jazz Studies at Rutgers University, New Jersey, Lewis is himself a saxophonist and is working on a critical study of Coltrane's music. When he surveys the current jazz scene, he talks of "Clone-tranes". "It does trouble me," he says. "I'm crazy about Coltrane but in my own playing I've made a point of not learning his licks."

Lewis points out that the saxophone is popular for its malleable tone and great range but it is also easier to achieve a degree of fluency on the saxophone than, for instance, the trumpet. As for Coltrane's pre-eminence, Lewis isolates a number of factors: "Players are attracted by his tone as a way of communicating very intense feelings. There is also his unbelievable technical command. One other thing which I think is very important is this aura of absolute seriousness — and sometimes humourlessness — in his approach to music-making. When people think of jazz now, they go for that image instead of that of the guy hanging out with girls or taking drugs."

The greatest vice of the Clone-tranes is simply over-playing. Both Kernfeld and Lewis stress that the tradition of taking extended solos goes back way beyond Coltrane and Sonny Rollins, to the days of Lester Young. "The problem is not the length of solo, but what's played," says Lewis. "In Coltrane's case there was a justifiable, organic need

for his solos to be so long. That image of him as an unashamedly self-indulgent player was not accurate. But that is very different from someone who stands up and blows bop phrases. I don't think there's any development in them."

Nevertheless it may be too late to reverse the trend. Bill Ashton, the director of the National Youth Jazz Orchestra, notes that most of his current saxophonists are influenced by Michael Brecker, an American player who has perfected a slicker, jazz-rock version of Coltrane's style. "Technically, I think Brecker is a much better player than Coltrane," says Ashton. "One reason my players go for that kind of 'straight-through', vibrato-less sound is that it works well with electric rhythm sections. You have to remember that a lot of young players grow up listening to rock music."

Perhaps we are being too pessimistic. After all, contrary to the myth of jazz as a bastion of self-expression and non-conformism, most musicians are imitators. Only a handful have ever created anything truly original. As the cornet player Digby Fairweather reminded me, there was a time, a quarter of a century ago, when all the tenor players wanted to sound like Zoot Sims and Coleman Hawkins.

In the last resort my complaint may stem from the simple fact that I do not like listening to John Coltrane. Perhaps there is still plenty of life left in the tenor saxophone. All the same, when I asked Lewis Porter to pick out the young players who had most impressed him recently, there was a long pause before he replied that he had been spending a lot of time listening to Joe Henderson.

Joe Henderson is 53.

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BUSINESS

هكزامن الاحول

Executive Editor
David Brewerton

TUESDAY JULY 3 1990

● BUSINESS AND FINANCE 23-30
● FOCUS ON FACTORING 31-33
● LAW 34-35
● SPORT 41-46

Lawyer is cleared in Clowes fraud case

A GIBRALTAR lawyer has been cleared of fraud in connection with the collapse of Barlow Clowes, more than eight months after the investment group collapsed with debts of £180 million.

James Levy, a partner with JA Hassan and Partners, which acted for the Gibraltar arm of Barlow Clowes, was cleared at the Old Bailey of two charges of conspiring to produce or make use of false or misleading documents. Earlier this year, he was cleared of a charge of fraudulent trading.

Charges were formally withdrawn yesterday by the Serious Fraud Office. The Serious Fraud Office said new evidence had been submitted not previously available to the prosecution. A spokesman said the new material had been carefully examined and the decision had been taken to withdraw the charges.

S&N froths to £183.3m

Scottish & Newcastle, the brewing and leisure group, lifted pre-tax profits by 33 per cent to £183.3 million for the year to April 29. A final dividend of 8.58p makes 13p (10.83p). Alick Rankin, the chairman, said S&N wants to increase market share from 11.2 per cent to over 15 per cent, but any moves will be delayed until the Monopolies and Mergers Commission report into the proposed link between Grand Metropolitan and Courage in September.

Rockware layoffs

Rockware, the glass and plastics group, has made 300 workers at its Golborne factory redundant, as part of a reorganisation of its plastics division. Production at the Greater Manchester site will cease in October. The site will be sold to Alpha Werke Leiner, a German household products packaging maker.

Alpha is paying £2.9 million for the assets, which had a book value of £610,000 at Rockware's December year end. Production has decided to cease production of household products containers and will concentrate on packaging for the beauty and health market.

THE POUND

US dollar 1.7630 (+0.0180)
W German mark 2.9187 (+0.0141)
Exchange index 91.7 (+0.3)

STOCK MARKET

FT 30 Share 1896.6 (-3.3)
FT-SE 100 2372.0 (-2.6)
New York Dow Jones 2890.10 (+9.41)
Tokyo Nikkei Ave 32160.23 (+219.99)

Closing Prices ... Page 29

Major indices and major changes ... Page 27

INTEREST RATES

London: Bank Base: 15%
3-month Interbank 14 1/4-14 3/4%
3-month eligible bills 14 1/4-14 3/4%
US: Prime Rate 10%
Federal Funds 8%
3-month Treasury Bills 7 7/8-7 7/4%
30-year bonds 103 1/2-103 3/4%

CURRENCIES

London: New York: £ \$1.7630
Frankfurt: DM £1.6075
Paris: FF £1.4035
Geneva: Sfr £1.5645
Hong Kong: HK\$ £1.5125
Japan: Yen £1.6084
ECU £0.70915 SDR £0.70064
E. ECU 1.00910 SDR 1.315678

GOLD

London Fixing: AM \$357.10 pm \$357.40
Close \$357.25-357.75 (£202.75-203.25)
New York: Comex \$357.70-358.20

NORTH SEA OIL

Brent (Aug) \$16.25 bbl (\$16.15)
Denotes latest trading price

TOURIST RATES

Bank	Bank
Australia \$	2.25
Austria Sch	21.30
Belgium Fr	65.85
Canada \$	1.15
Denmark Kr	11.59
Finland Mk	7.16
France Fr	10.16
Germany DM	1.61
Greece Dr	291.00
Italy Lit	13.76
Hong Kong \$	14.30
Japan Yen	163.80
Netherlands Gld	2.20
Norway Kr	28.75
Portugal Esc	200.48
South Africa Rd	6.00
Spain Ptas	166.64
Sweden Kr	10.36
Switzerland Fr	2.41
Turkey Lira	46.36
US Dollar	1.76
Yugoslavia Dnr	12.25

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Smooth start to German monetary union

From WOLFGANG MUNCHAU
IN EAST BERLIN

GERMAN monetary union started smoothly yesterday as the East Germans proved they were in no rush to spend the DM25 billion in cash provided by the Bundesbank.

Markets reacted calmly with the pound strengthening from DM2.9029 to DM2.9152 and the dollar slipping from DM1.6650 to DM1.6540. The Dax index of West German shares rose 1.9 per cent or 35 points, including a rise of DM20 to DM768.50 in Siemens shares.

The West German cabinet was sufficiently encouraged by the immediate response to agree a draft budget for next year of DM324 billion, including DM10 billion extra for the development of East

Germany. The budget is 3.9 per cent higher than this year's and allows for a deficit of DM31.3 billion, DM300 million more than this year. It includes the first-ever cuts in defence spending, worth DM2.5 billion, and further cuts, of DM2.1 billion, in unemployment benefit. The expected economic boom arising from the union is expected to create more jobs.

Before yesterday's West German cabinet meeting, Helmut Kohl, the West German chancellor, discussed the conversion of the mark with Lothar de Maizière, the East German prime minister. Both are said to have agreed that monetary union had been undertaken prudently and that there was now an overriding confidence in East Germany that

gave every reason to believe that the new currency would be used with care and consideration.

East German stores reported large numbers of shoppers looking at goods but few sales. Most shops reported business as usual with only minor increases in electrical goods, jewellery and cosmetics. Sales of television sets were strong. The East German's conservatism became apparent late on Sunday when the finance ministry reported that the average withdrawal of Deutschmarks was between DM300 and DM400 out of a total initial entitlement of DM2,000.

However, Dr Eckard Bergmann, a senior economist at Deutsche Bank, Germany's largest, has given warning not to be too optimistic yet.

"There are already indications that car sales are running strong. No one pays for cars in cash, so the low rates of cash withdrawals do not matter very much," he said.

"We still maintain our belief that the Deutschmark will strengthen following monetary union. What we are seeing at present is a strong demand for capital, restrictive monetary policies and an expansive fiscal policy. Taken together this must lead to an appreciation of the Deutschmark."

The demand for capital and the continued boom in the economy will attract a great number of foreign investors who will help stabilise the currency, Dr Bergmann added.

Yesterday's muted reaction might not be an indicator since East

German shoppers have yet to adapt to different price structures. While prices for food and beverages have risen, prices of other products, such as consumer durables and electronics have come down. The new price structure is initially deflationary, as the price of a basket of goods incurred by the average East German household, has gone down from 1,600 Ostmarks to DM1,500.

Dr Bergmann said in the short term the main inflationary danger would stem from imported inflation amid prospects that West Germany's current account surplus could fall in the next few years.

"I do not see the emergence of a deficit, although at present that cannot be completely excluded," he said.

Britain in ERM soon says Pöhl

By RODNEY LORD
ECONOMICS EDITOR

BRITAIN will soon join the exchange rate mechanism of the European monetary system, Karl Otto Pöhl, president of the Bundesbank, predicted yesterday.

In a lecture at the Institute of Economic Affairs, Herr Pöhl said the British government's proposals for a new European currency to trade in parallel with national currencies will not help in arriving at a common currency. Though the decision to put proposals on the table is welcome, there are dangers in creating a parallel currency such as a hard ecu which would be subject to pressure, by those anxious to promote its use, to increase the amount of focus in issue.

Challenging, by implication, Mrs Thatcher's strong views on the need for "accountability" of any new institution, he stressed that responsibility for monetary policy could not be sub-divided: either it had to rest with an independent European commission central authority or remain with national authorities.

He repeated his call for an independent European central bank system which, he said, had a large measure of agreement among the commission's central bank governors' committee.

Turning to German economic and monetary union (Gemu), Herr Pöhl said the initial phase, which began on Sunday, would be difficult and even turbulent, but that the benefits would accrue throughout Europe. Public spending would have to be cut to offset the inevitable rise in Germany's budget deficit as a result of union.

Herr Pöhl said that although Gemu might make monetary policy more difficult in Germany, it should not "materially affect" the Bundesbank's ability to pursue price stability. The rates at which ostmarks may be converted into deutschmarks average out at an overall conversion rate of 1.8 to 1 - not far from the 2 to 1 which the Bundesbank initially proposed.

The latest indications are that people would not spend "too large a proportion" of their new mark holdings right away which would help to keep inflationary pressures in check. The broad measure of the money supply, M3, would rise by about 10 per cent which corresponds well with the increase in economic potential represented by the addition of East Germany.

Comment, page 25

Tate & Lyle rules out bid for Berisford

By ANGELA MACKAY

TATE & Lyle has ruled out a bid for Berisford International, the troubled sugar and property group.

The company cited problems with Berisford's non-sugar assets and narrowing margins on cane sugar refining if an offer succeeded. There was also an embarrassing dilemma over marketing agreements between the two companies which may offend the Mergers and Monopolies Commission.

Berisford said it was "extremely surprised" at Tate's decision, adding that no fresh information had been supplied to Tate which might alter that company's stance. New information will be supplied when Berisford announces interim results on Thursday.

Tate was invited to bid for Berisford by Berisford's previous managers after they realised the company would be forced to write off about £165 million on the group's New York property portfolio. The proposed deal was referred to the MMC three weeks ago.

After the referral, Berisford said it had been approached by other potential bidders, and yesterday pointed out that talks with these parties were continuing.

One potential bidder is Gerry Weston, of Associated British Foods, who recently made a blistering attack on the

former Berisford management, led by Ephraim Margulies. Mr Weston wrote to Berisford asking to be treated as bidder for the purposes of obtaining financial information on the company. ABF, which has a 23 per cent stake, was cleared to bid for British Sugar in 1987, but the deal was frustrated by the market crash.

Berisford executives were worried that the sharp fall in the company's share price might encourage Mr Weston to enter the fray as a hostile bidder. Berisford closed down 13p at 100p, a two-year low.

David Lang, a food industry analyst for Henderson Crosthwaite, said Tate had withdrawn because of an "unacceptable level of financial risk combined with a red face over its submission to the MMC."

Mr Lang said: "But the real question is whether Berisford's new management can revitalise the company without selling British Sugar."

Paul Lewis, Tate's finance director, said the company had reviewed its position last week before making a submission to the MMC.

He added: "At a board meeting on Friday, we decided not to proceed. We have reduced our gearing to 100 per cent and have a pretty clean operation."

"In the light of the property portfolio's potential losses, past and present, a bid just

wasn't on." Mr Lewis said that when the company was completing a detailed questionnaire for the MMC, the company realised there was "a degree of collaboration between Berisford and Tate in the sugar market which went beyond normal market practice."

"We are taking legal advice to see if we are in breach of any codes such as the Restrictive Trade Practices Act," he added.

Tate, maker of Mr Cube sugar, was blocked by the MMC on competition grounds three years ago when it tried to bid for Berisford. The company, it is believed, thought it was imperative to come before the MMC "with clean hands" if it had a chance of being treated favourably this time.

In addition, British Sugar would cost at least £1 billion. That was considered too much to pay for a company in poor financial order.

On Thursday, Berisford is expected to announce an interim pre-tax profit of about £30 million, which will be transformed into a loss attributable to shareholders of about £125 million after exceptional provisions of about £165 million relating to the company's New York portfolio of 13 properties.

Sources close to Berisford said the company would not pay an interim dividend.

£7.5m sale of Ashley perfumer

By OUR CITY STAFF

LAURA Ashley, the troubled clothing and home furnishings retailer, has sold its Penhaligon perfume shops to The Limited, the American clothing retailer, for £7.5 million. The deal is the first struck by Andrew Higginson, Laura Ashley's new finance director.

The group will receive £6.5 million in cash and The Limited will repay third-party borrowings of £1 million. Penhaligon was bought by Ashley for £1 million in 1987. Penhaligon, which operates seven shops and has two sales outlets in the US, made a pre-tax loss of £921,000 last year on turnover of £1.65 million. It has net assets of £253,000.

Ashley, in a statement, said that Penhaligon no longer fitted its core business and could more usefully realise its potential under a new owner. Proceeds of the sale will reduce group borrowings.

Ashley made a loss of £10 million in the year to January, and borrowings of about £100 million gave it gearing above 100 per cent.

Rise in sales hits at interest hopes

By COLIN NARBROUGH, ECONOMICS CORRESPONDENT

STRONGER-than-expected retail sales and lending to consumers in May, reported by the government yesterday, indicate more buoyancy than hoped for in the economy after eight months of base rate at 15 per cent.

It also suggested little scope for any early easing of interest rates.

Final retail sales data for May showed a seasonally adjusted rise of 1.4 per cent in volume terms, compared with the provisional figure of 1.2 per cent and a 1.2 per cent rise in April.

New credit advanced to consumers by building societies, finance houses and on bank credit cards was a seasonally-adjusted £3.97 billion, up from £3.69 billion in April. In May last year it was £3.58 billion.

John Shepperd, chief economist at SG Warburg Securities, described the sales figures as "pretty grim" confirmation of the mixed picture in retailing. He saw the leading data showing "relatively robust"

consumer credit and expected this to continue to give the signals the government was issuing on the economic prospects.

In the three months to April, retail sales were 0.5 per cent above the previous three months and 1.3 per cent higher than a year earlier.

Despite the alarm bells sounded by clothing and footwear companies, the sector saw 3 per cent sales growth on the previous three months. On a six-month comparison, it was 4 per cent higher.

Food sales were 1.3 per cent higher on a three-month basis, but only 0.9 per cent ahead on the six-month comparison.

New consumer credit was 3 per cent higher over the three months.

The United States consolidated its position as the world's largest debtor last year, with the gap between what Americans own abroad and foreign-owned assets in the US growing by 25 per cent to nearly \$664 billion, the Commerce Department said.

Wessex Water at £27m



NICHOLAS Hood, the chairman of Wessex Water, roasts the company's success with a glass of water. He pledged that Wessex's customers would suffer no disruption to their supplies this summer as he unveiled full-year pre-tax profits to end-March of £27 million.

The result was £2 million above Wessex Water's forecast at the time of last December's flotation and £2.9 million better than last time. A 10.14p dividend matches the forecast given in the prospectus.

There will be no restrictions in the Wessex area this year," said Mr Hood. Wessex kept the water flowing throughout the last financial year despite the long, hot summer.

Tempus, page 25

Philips will lose £650m

PHILIPS, the Dutch electronics group, will plunge to losses of about 2 billion guilders (£650 million) this year amid radical restructuring, especially of its information systems and components divisions.

Philips will set aside Ft 2.7 billion for restructuring, to be charged against 1990 profits.

Philips challenge, page 25



Markets take Cannon St option

By NEIL BENNETT
BANKING CORRESPONDENT

THE London Derivatives Exchange, the options and futures market created by the merger of the London International Financial Futures Exchange and the London Traded Options Market, will begin trading in 1992 in a new centre near Cannon Street railway station in the City of London.

Liffe and the Stock Exchange have agreed to merge the markets by the end of the year after publication of the report by a joint action committee. The merger is intended to promote London as an international futures and options trading centre and is forecast to save £200 million over the next four years.

The speed of the merger, announced in

April, attests to the enthusiasm of both groups and their traders, and behind-the-scenes pressure from the Bank of England and the Derivative Users Group, the unofficial trade body. One study suggested the move would boost option trading volumes by a fifth.

Once established, the LDE will try to start merger talks with London's other futures exchanges, including the Futures and Options Exchange and the International Petroleum Exchange.

The 95,000 sq ft Cannon Bridge river building, which is still being built, was chosen in preference to sites in Canary Wharf in the Docklands, the former Billingsgate fish market, and the old Stock Exchange floor, where LTOM trades. Both the Stock Exchange, and the Royal Exchange, the home of Liffe, will

be left empty and no decision has been taken on their future. The move is expected to cost £20 million, including dealing equipment.

The market will be based on Liffe's membership structure. LTOM traders will be offered a new 'D' class of share, or seat, for between £15,000 and £20,000 per trader. This means large securities houses will have to pay about £250,000 to join. The LDE hopes the issue will raise up to £6 million.

Until the site is ready, the two markets will operate as before but will merge with a unified rulebook and a single board before next year. Michael Jenkins, Liffe chief executive, will become head of the LDE, while Tony de Guingand, LTOM's managing director, will also become part of the senior management.

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Ratners pays \$421m for US jeweller

By GILLIAN BOWDITCH

GERALD Ratner, the chairman and managing director of Ratners, the jewellery chain, has unveiled the terms of his widely expected \$421 million offer for Kay Jewelers, America's second largest jewellery chain.

The deal will make Ratners the second largest jeweller in America with 950 shops. Mr Ratner said the group was already the biggest jeweller in the world. His goal is to have 1,500 American shops representing 10 per cent of the market.

The City had been bracing itself for the deal. John Smith, analyst with Phillips & Drew, said: "It is a big deal, much bigger than anything Ratners has done in the States before and so it carries a lot of risk."

Shareholders in Kays will receive one new American convertible preference share for every Kay share held, which values Kays shares at \$17 each compared with their price in the market of \$10.78 on Friday. The offer values Kays at \$210 million. Ratners is also raising \$129.8 million in a one-for-four rights issue at 22p payable in two instalments in order to make a

tender offer for Kays' junk bonds and wipe out Kays' \$84.1 million of debt.

Ratners has acceptances of around 40 per cent of the ordinary shareholders and the deal is conditional on 51 per cent of the junk bond holders accepting. They are being offered 75 cents in the dollar for the bonds. Ratners shares fell 11p to 264p.

Ratners intends to sell two divisions of Kays. They are Black, Starr & Frost, which has 20 stores, and Marcus & Co, which has 48 concessions in department stores. The two chains have net assets of \$75 million.

Kays will be integrated with Ratners' existing American chain, Sterling.

It will benefit from the central buying powers of the combined group. Ratners will spend \$140 million on diamonds this year.

Kay had net profits of \$196,000 last year on sales of \$420 million. It had an operating margin of 5.4 per cent compared to Sterling's margin of 15.6 per cent and a bad debt write-off of 7.5 per cent compared with Sterling's 2.5 per cent.



Richard Langdon, chairman of First National Finance Corporation, the mortgage lender and property developer, at the Waldorf Hotel, London, before unveiling profits down 17 per cent to £29.1 million for the half-year to end-April due to a rise in default rates. The company said it had made an extra £10 million in provisions against its businesses and had maintained property sales at lower margins. The interim dividend stays at 4.5p. *Times*, page 25

Dutch deal for Rothmans

By OUR INDUSTRIAL STAFF

ROTHMANS International has agreed to buy Theodorius Niemeyer, the Dutch pipe and cigarette tobacco company, from Gallaher, a subsidiary of American Brands Inc, for £124.5 million (£75 million).

The agreement provides for a £123.5 million cash payment with the balance due on

finalisation of the accounts for the nine months to the end of June.

Niemeyer makes fine-cut and pipe tobaccos under trademarks such as Samson, Sail and Clan.

Gallaher will continue to market Samson, Clan and Holland House tobaccos in Britain and Ireland.

Rothmans expects the book

value of the assets being acquired to be £172 million at June 30. Niemeyer's pre-tax profit in the nine months to June 30 is expected to be £134 million.

Rothmans said the acquisition would significantly strengthen its presence in the fine-cut and pipe tobacco markets, particularly in Europe.

MAM buys stake in loss-making building company

By MATTHEW BOND

MERCURY Asset Management has acquired a 41 per cent stake in a housebuilder, as part of a complex restructuring of Melville Group, the exhibition contractor.

MAM and Michael West, a former Beazer Homes director, are paying £100,000 for a 51 per cent stake in Melville Homes, Melville's loss-making housebuilding division.

Under the terms of the deal MAM and Mr West are injecting a further £1.9 million of new money into the company.

Leonard Licht, MAM's vice chairman, described the investment as a one-off and hoped nothing more would be read into it. "We are not calling the bottom of the housing market," Mr Licht said that the investment was being made by MAM's unquoted division and was a typical venture capital deal with a probable life span of between three and five years.

Melville Homes has seven sites, six of which are largely built out. In the year to June 1989 it sold 81 units at £55,000-£100,000. In the year just ended, the division sold less than half that number and has lost money, said Steven Whitshire, Melville's corporate finance manager.

Apart from selling a control-

ling stake in its housebuilder, Melville also announced its intention to withdraw from commercial property development, although not before the second half of next year.

The two moves spell the end of Melville's construction division.

The restructuring was accompanied by a profits warning from Edwin Bisset, Melville's chairman. "Unfortunately, the downturn in the commercial development and new-build market, with the resultant slippage in sales of properties, will result in a lower profit for the year just ended than we had previously expected." In the year to June 1989 Melville made pre-tax profits of £7.6 million. Brokers were expecting an improvement to about £9 million in 1990.

Melville now intends to concentrate its activities on exhibition contracting, interior fitting out and building materials. With this in view, it is paying £100,000 for a 25 per cent stake in Fairform Messtaban, a West German exhibition contractor. Melville has also bought stakes in similar companies in France and Spain.

In January Melville sold its engineering side to Barry Wehmiller for £9 million.

Hazlewood sells snacks division to managers

By COLIN CAMPBELL

HAZLEWOOD Foods is selling 11 separate companies that make up its confectionery and snacks division to a management buyout team for £59 million.

Philip Courtenay-Luck, the division's chief executive, is leading the buyout. He says £8 million will be injected into the business over the next two years to meet the growing demand for its products.

Of the £59 million price, £31 million will be in cash with the balance satisfied by an unsecured loan note carrying the right to a 7.5 per cent stake in the new company.

The division's 1987 pre-tax profit was £7 million, on turnover of £72.8 million. It covers table sweets, nuts and sugar and chocolate confectionery operations, and employs 1,500 in Britain, Holland and West Germany.

Hazlewood will use the cash to reduce its gearing from 121 per cent to about 65 per cent, and will concentrate on frozen food, fresh food and grocery operations. It will enter a licence agreement on completion of the deal under which it will receive a £2 million-a-year fee for five years.

Shareholders' approval will be needed because of the size of the sale.

Hazlewood shares fell 8p to 156p.

BUSINESS ROUNDUP

Bowthorpe takes over US firm for \$32m

BOWTHORPE Holdings, the electronics company, is making its largest acquisition to date, buying New Jersey-based Thermometrics for \$32 million in cash. Thermometrics is a manufacturer of thermal resistors for industrial and medical use. In 1989 the company earned profits of \$5.3 million before tax, executives' salaries and bonuses.

Of the total consideration, \$10 million is being paid in respect of non-competition agreements with the vendors, and \$3.2 million will be held in escrow for 24 months against potential warranty claims. The US company will operate alongside Bowthorpe Thermistors, which manufactures complementary products, and Power Developments, which makes other advanced electronic ceramic components.

Facility for SW Water

SOUTH West Water has arranged a 25-year, £150 million facility with Barclays Merchantile Business Finance to allow it to lease plant and machinery used for its water and sewage businesses. The facility was arranged for South West by Babcock & Brown, the engineer. The water company has said it will spend £1.4 billion on capital investment over the next ten years.

A new man of Power

JOHN Wakeham, the energy secretary, is today likely to announce the new chairman of National Power, the country's biggest generator, to replace Lord Marshall, who resigned last year. Sir John Egan, who oversaw the privatisation of Jaguar, and Malcolm Bates of the General Electric Company, have been tipped for the job but have apparently fallen at the last fence.

Control agrees deal

CONTROL Techniques is to buy two West German companies, Reta Electronic and Reta Anlagenbau, for DM16.3 million with effect from October 1. Both are based in Siegburg. Reta Electronic makes electronic variable-speed drives and Reta Anlagenbau puts them into motion control systems. For the year to December, combined sales were DM20.4 million and pre-tax profits DM1.5 million.

Of the consideration, DM15.4 million is payable on completion and the balance of DM900,000 on preparation of an audited balance sheet as at that date. The vendor has warranted that, on completion, the combined equity of the companies will be at least DM1.9 million and that the combined liabilities will not exceed DM438,000.

Selectv in Alamo deal

SELECTV has acquired the 50 per cent of Alamo Productions that it did not already own for £750,000, of which £710,000 is satisfied by the issue of 5.68 million shares. Alamo, producer of *Birds of a Feather* and *Nightingales*, was previously owned jointly with the writers Laurence Marks and Maurice Gran, who have agreed to continue as exclusive writers for three years.

Finance chief at Kwik Save

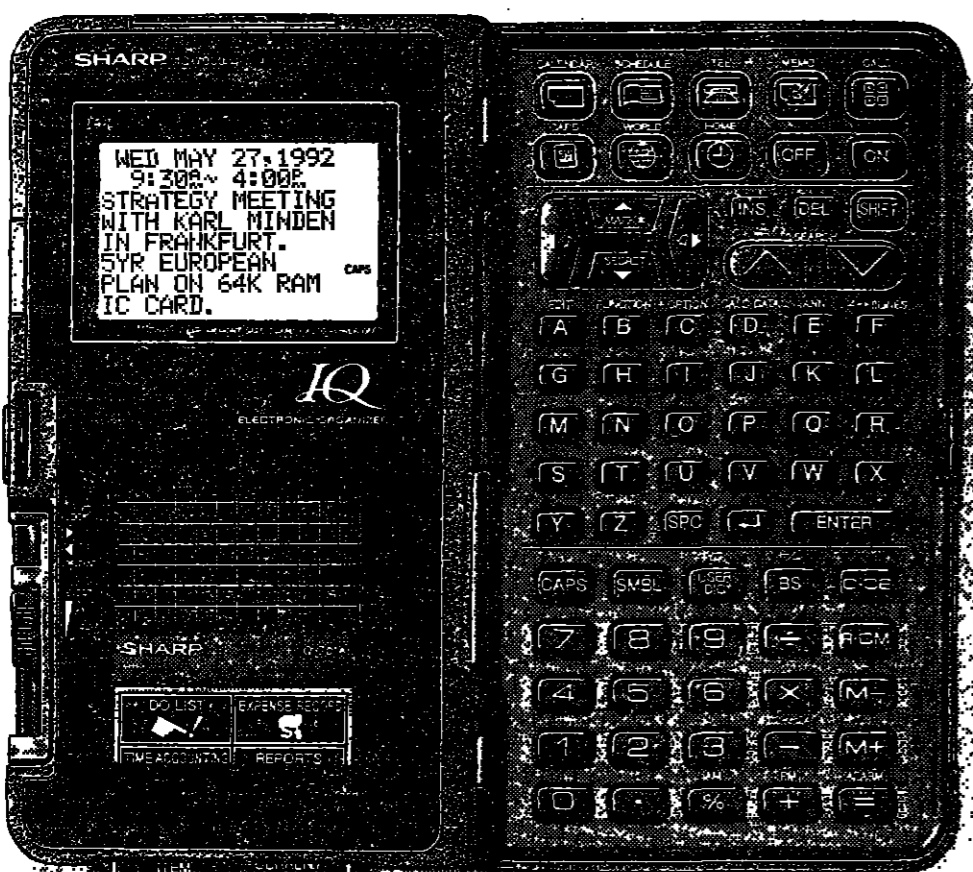
KWIK Save has appointed Simon Moffat as finance director. The group has been without a finance director for some time. He joins on August 20 from Grand Metropolitan where he was finance director of Burger King/Wimpy. GrandMet's hamburger chain, Kwik Save was criticised for not having a finance director when it produced results below expectations in May.

Girobank nets £112m

THE sale of Girobank to the Alliance and Leicester Building Society was completed yesterday, Nicholas Ridley, the trade and industry secretary, announced in a Commons written reply. He said the deal would contribute to greater choice in banking services, while preserving the close link between Girobank and Post Office Counters.

When the sale was announced in April last year, it was said the deal would cost the building society £130 million, subject to later adjustments to the sale price, principally over the difference between the book and market values of Girobank's gilt portfolio. Mr Ridley said: "Following those adjustments the proceeds received by the Post Office will amount to £111.9 million, comprising the repayment of Girobank's subordinated debt, issued to it by the Post Office, of £39 million and payment by the Alliance and Leicester of £72.9 million for the equity."

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Carried away with winning

COMMENT

DAVID BREWERTON

In the case of the bid from British Coal Pension Funds for Globe Investment Trust, I cannot help feeling that the bidder is more carried away with the desire to win, than with the financial necessity of buying control of Globe. At the same time, the Globe defence is as much about the management's wish to stay in the saddle as about the strict necessity of Globe remaining independent.

First, let us look at the coal funds' position. The bid was triggered under takeover code rules by the purchase of a key block of shares in Globe from Standard Life. Standard Life, with similar but not identical investment needs to the coal funds, believed 191p on the table was a better bet than a long-term stake in Globe. Had the coal funds left it there, with a formal bid of 191p a share left unenthusiastically on the table, nobody would have been surprised. Globe would have gone into a ritual dance of defence, in case the stock market went down (which it did) and the coal funds would have been thought quite clever if it had picked up control

at that price. At some point in the proceedings, however, the coal funds decided to go all out to win, raised the bid, cranked up the public relations effort and began to bombard Globe shareholders with begging letters. The coal funds have funds of £13 billion and liquidity of some £800 million, or about 6 per cent. If the bid is wholly successful, liquidity will be reduced to 2 per cent. Yet Dr Paul Whitney, chief executive of the coal funds, catapulted from the obscurity of a shabby office block to the high profile of leading a billion pound takeover battle, says he is not enthusiastic about the UK equity market — strange, for a man trying to commit hundreds of millions to it.

Now let us look at the vigorous defence mounted by Globe. Investment trusts are unlike virtually any other company, in that their shareholders are their only customers. If the trust is taken over, if it should be

swallowed up and disappear from the public arena, then the customers cannot complain. It is they who have willed, or allowed, it to happen. The customers have the only shout and nobody else need get excited. There are few, if any, public issues involved, a view rightly shared by Sir Gordon Borrie, the Director General of Fair Trading.

The only matter of any great importance is the question of price, and here the battle is neither won, nor lost. The coal funds' 205p is insufficiently generous against a net asset value of 233p to win many shareholders, but it may be enough to win control.

Loyal Globe shareholders may then wish to opt out, in which

case they should do so now and take the 205p cash on offer in the market by Barclays de Zoete Wedd, the coal funds adviser. Meanwhile, any Globe shareholders who have sold at less than 205p since June 20 should ask their broker to make up the difference.

Too late, John

Karl Otto Pöhl, the president of the German Bundesbank, gives evidence before the House of Lords select committee on economic and monetary union today having made his position on the British government's alternative proposals abundantly clear.

Folling up his interview in *The Times* with a lecture at the Institute of Economic Affairs last night, he said Europe had already moved far beyond the concept of a second phase of the European Monetary System, which the UK proposals resembled. Britain, in other words, had missed the boat.

He also pointed by implication to the ambiguity in the British position on the issue of sovereignty. The more attractive the hard ecu proved, the more influential the monetary authority responsible for it would be. But the more the European Monetary Fund was made "accountable" to national parliaments the less likely it would be to run a satisfactory new hard currency. The mother of parliaments should surely consider giving up the sovereign right to make a mess of monetary policy, just as more successful countries such as America and Germany have done.

Herr Pöhl misrepresents the

hard ecu proposal in some respects, but the important point is the first one: the proposal is simply too late.

Leading light

Chloride's long-suffering shareholders, denied a final dividend, should endorse the nomination of Dr Maurice Gillibrand to the board on July 23 despite the incumbent board's resistance.

Gillibrand is no hot-head seeking confrontation, just popping up for fun of it. He is a former director of research at Chloride, and merely seeks something better from a group that has consistently let shareholders down. Gillibrand has been nominated five times before — and defeated five times. Chloride maintains that his appointment "would not contribute to its (the board's) effective working". Shareholders may wonder how he could make matters worse, when they have seen their shares fade from 111½p in 1987 to their current 33p.

TEMPUS

S&N heads queue for next round

WHAT was once Scottish & Newcastle Breweries' weakness may yet become its strength. While its failure to achieve national status as an old-style brewer had left it a takeover target, under the new regime it no longer looks an overgrown regional brewer, but a trim, uncluttered beer group that could yet prove to be the big beneficiary from the brewing industry shake-up.

Its coffers bulging with £142 million cash from the sale of Thistle Hotels almost a year back, and its tied estate skimming to below the MMC's 2,000 house Plimsoll line, S&N heads the queue for extra brewing capacity it needs to challenge the nationals.

It is an open secret that Alick Rankin, with a little over 11.2 per cent of the beer/ale market, and needing more than 15 per cent to rank as a big player, has an eye on some of Allied's capacity. However, he is unlikely to move until the outcome of the current Monopolies and Mergers Commission enquiry into GrandMet's planned sale to Elders is known.

The latest figures illustrate the need is far from desperate. Despite trading largely in the less prosperous parts of the island, drinks and public houses contributed a healthy £151.9 million to group operating profits of £210.9 million.

Thistle's departure, leaving a residual profit of £14.8 million for the year, and the arrival of the Center Parks and Pontins leisure activities, bringing £44.2 million for half a year, serve to cloud the figures, but few in the City are disappointed with the results.

Analysts want £220 million this year, to produce earnings of 34p, indicating a p/e just under 10 at 339p. A prospective yield of 6 per cent plus should ensure no slippage.

FNFC

FIRST National Finance Corporation has been at the epicentre of the interest rate earthquake. No one was under any illusion that its secured lending and property development divisions would weather the shocks easily. But the damage always looks worse in black and white.

In January Richard Langdon, the chairman, still forecast a rise in earnings this year. So the 17 per cent fall in pre-tax profits to £29.1 million in the six months to end-April shows how badly business has deteriorated since.

FNFC is shy about its bad debt provisions, but admits it has set aside an extra £10 million in the half year. Of this, £7 million is for credit divisions, £3 million for property.

Even this may be insufficient, as only £1 million was

used to provide for commercial lending, where profits rose 35 per cent to £9.61 million. Given the way other lenders have suffered in the corporate market this year, FNFC's position may worsen considerably by the year end.

Neither is the £200 million rise in the group's assets as impressive as it seems. Much of this came from a reduction in the rate of early settlements. New lending was minimal.

It is easy to crow about FNFC's plight, but the company also has great strengths. Not least its portfolio of 300 central London flats, most of them in the books at £10,000 each.

Nevertheless, the shares fell 11p to 210p with the figures, and may soon slide below £2. On estimated profits of £52 million this year, a 27 per cent decline, the p/e ratio is more than 9. Currently unattractive, but be prepared for an upswing when the chancellor brings relief on interest rates.

Wessex Water

WESSEX Water was being remarkably cagey yesterday about its 2.4 per cent stake in Bristol Waterworks, the largest statutory water company in its area. The group was facing analysts for the first set of figures since the purchase and its first preliminary results since the water industry's flotation last December.

Bristol is a good investment, Nicholas Hood, the Wessex chairman, said, although he was a little vague on the exact parameters of that investment or just what had attracted his company in the first place.

The betting is that Wessex would like to swallow Bristol later, assuming the regulatory permission is forthcoming. The opportunity could come if either of the two French concerns with strategic stakes in Bristol turns hostile.

Full-year figures from Wessex to end-March showed pre-tax profits £2 million above the prospectus forecast at £56.5 million. But the market was more excited by prospects for the joint company formed with George Wimpey to build large water and sewage treatment plants on a turnkey basis.

Water shares are unlikely to outperform given the second payment due at the end of this month and the impending flotation of the electricity distribution industry. Pre-tax profits should come in at £61 to £64 million this year and, assuming a dividend at about 17p, Wessex shares, down 2p to 157p part-paid yesterday, yield a prospective 7.5 per cent. There are cheaper water shares but Wessex, with its perceived strong management, remains a low-risk investment.

Hard world breaches the barricades at Philips



Timmer: fight for Philips is symbolic of wider battle

IF BOBBY Robson looks worried these days, it may be that he has more than just the World Cup on his mind. Philips, the embattled electronics multinational, owns most of Eindhoven, the Dutch town where it is based, including the football club where Robson is to take over as manager later this year.

The identity crisis now taxing the group's strategists is so severe that Philips is dismissing a further 10,000 employees throughout the world in a fresh attempt to tackle many deep-seated difficulties.

For a company until recently renowned for its paternalistic culture — it has provided cradle-to-grave employment for several generations of Dutch managers — the cutbacks are traumatic. In the past three years, some 75 factories and 32,000 employees have been sacrificed in an effort to reverse Philips's declining fortunes.

The latest move, hard on the early departure of the former president, Cor van der Klugt, is a clear admission that the surgery must go far deeper before the patient can be expected to recover.

Much rests on the shoulders of Jan Timmer, aged 57, a Philips man for 38 years, who was thrust into the chairmanship in May. His success or failure in releasing a winning corporate body has implications beyond merely the future of one of Europe's largest companies. Philips's struggle against the onslaught of Japanese and American competitors has become symbolic of the fight of Europe's electronics industry against the rest of the world. Judging by recent years, Europe has some catching up to do.

In a nutshell, Philips's important computer operations lack the scale and market penetration of its bigger rivals and its efforts to find a partner have so far come to little. Its microchip business, correctly identified as the heart and brain of any player with pretensions to world rank in electronics, needs massive injections of cash to keep pace with new applications and technologies. Worse still, the effort to stay abreast of devel-

opments costs much more than the profit it yields.

Lack of clout is also a problem in the medical equipment businesses, and an attempt to resolve the problem via a joint venture with Lord Weinstock's GEC a few years ago came to nothing.

On paper, at least, Philips has done many of the right things in its battle to remain a world power in electronics. If innovation alone were any guarantee of success, the group would have few fears. Its substantial and highly re-

sources such as the video tape recorder and the compact disc to its credit. The management philosophy has encouraged a long-term view of market development and product development. However, regardless of how much the group gained a technological lead in key product areas, it has fallen short in its efforts to capitalise in the marketplace.

In the past few years, when Philips's problems have become increasingly visible, observers have been question-

ing the darker side of the group's paternalistic, long-termist culture.

The complex capital structure of the group has been acclaimed for the freedom it affords from short-term pressures by shareholders. The group is effectively immune to hostile takeover and has quite recently further strengthened its defences. Now, though, unhappy shareholders must be wondering whether the strenuous steps being taken to restructure the group might have been taken earlier had it not been for this indifference to corporate predators.

Critics also say that, behind the barricades, bureaucracy flourished at the expense of enterprise. They have also detected what appeared to be signs of arrogance over the company's achievements and a degree of complacency about the future. Mr Timmer himself, regarded as sharper, harder and brighter than Philips man in general, even used to talk of Philips's "rightful market share" in the context of fighting Japanese incursions into Europe.

Manufacturing and administrative inefficiencies have become tolerated to an unhealthy degree. Product development became technology-driven rather than tailored to the often fickle requirements of the consumer.

In part, the early successes of such entrepreneurs as Alan Sugar, who is geared almost obsessively to the desires of his customers and openly dismissive of "boffins", were at the expense of industry leaders such as Philips.

The heavy financial provisions revealed yesterday, much larger than originally planned, and the job losses which go with them, bear the stamp of Mr Timmer's first moves in his new role as president to foreshorten the badly-needed restructuring process.

They are but first steps. The development of a long-term strategy for living with much larger, better financed and more aggressive rivals must follow, or the axe will swing again through the Philips empire.

John Bell

THE TIMES CITY DIARY

Home for the fatter Kitcats

BANQUE Indosuez, the French bank which owns WI Carr, yesterday confirmed last week's *City Diary* report that it would be offering a home to more than 20 redundant Kitcat & Aitken employees. The contract to buy the use of the Kitcat & Aitken name was also signed yesterday, with Banque Indosuez agreeing to pay £100,000. The new division will be known as Carr Kitcat & Aitken. Earlier suggestions that RBC Dominion Securities, Kitcat's former parent, had opened the bidding at £20 million, were inaccurate. "They started at £2 million, with a shrug of the shoulders, simply because no one knew how much it was worth," said Richard Ratner, a director and retail salesman who is already at his new WI Carr office. With reference to complaints from some ex-Kitcat workers about paltry compensation, he said: "They were a little mean to begin with but claims from some individuals for extra compensation are now being dealt with." RBC was, he added, also being "very helpful" about accounting records and dealing systems. "They are selling them to us, but at knockdown prices," he said. Although the 120 employees laid off by RBC were all offered more than the statutory minimum redundancy package, those at the lower end of the scale — largely back-office workers — have been

arguing that what they were offered was nevertheless below the City norm. Over the weekend, RBC wrote to about 50 of these people, telling them their package would now be increased.

Shore thing

TWO of the City's youngest stars are joining forces to create a stockbroking and corporate finance firm, which is expected to win authorisation from the Securities Association on Thursday. Graham Shore, aged 34, has teamed up with his brother Howard, aged 30, to form the Shore Capital Group. Its stockbroking division was launched five years ago by Howard, ex-Grieverson Grant, and Graham will now run the fledgling corporate finance department. The latter has been lined up to advise a number of quoted companies in the communications in-

dustry on the new broadcasting franchises. Graham, who is coy about identifying these firms, began his career as a government economist and advised Whitehall on the coal industry in the run-up to the 1984 miners' strike. He then joined Touche Ross, where he advised on the privatisations of gas, water and electricity. At Touche, he made several trips to New Zealand to advise the Wellington government on the structure of its telecommunications industry, but admits that the long flights, up to 36 hours at a time, left a lot to be desired. He said: "It is the worst jet lag you can possibly get. And it was very upsetting to stop in places like Tahiti and not have time to spare." The brothers are looking to recruit up to four corporate finance specialists to help them with their new venture.

Playing ball

LOWE Bell Financial, the City PR firm, is beginning to think that it must be jinxed. Each year, it hosts a thrash for its clients and City contacts, with the exception of journalists who are, ironically, banned in order to encourage free speech. But last year, the event clashed with a rail and tube strike and only 80 of the 160 invited guests turned up. This year, the party coincides with the semi-final of the World Cup, England's match against West Germany tomorrow. "We were all cheering for Cameroon on Sunday, so that our party wouldn't be ruined," confesses Nick Miles, a director. England's victory over the

African team means that a large television screen will be installed in the drawing room at Claridges, where the Lowe Bell function is being held. This will in turn mean that guests such as John Hardman, of Asda, John Riblat, of British Land, and football-mad Guy Dawson, head of corporate finance at Morgan Grenfell, will not feel obliged to feign an alternative engagement.

Taking stock

THE Channel Islands branch of Stock Group, the regional stockbroker that is part of the fallen British & Commonwealth empire, has been salvaged by Laing & Cruckshank. For L&C has expanded its own operations in Jersey, run for many years by Douglas Romain, with the arrival of five former Stock Group people. These include one-time partners Clary Dupre, aged 44, and Tim Pollard, aged 48, who, between them, boast 47 years' experience in private client broking on the island. Dupre, whose father was Jersey's minister of tourism for 24 years, was once a partner in the old-established Jersey firm of Trevor Matthews & Carey. After a succession of mergers, it became part of Stock Group. Romain described the move as a "genuine coup", adding: "Bringing the two groups together will provide a tremendous opportunity to develop in this market."

Carol Leonard

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67	Campanario Int	84	87		2.1	24	13.2
180	Chrysler	183	188		5.1	72	6.2
138	Colonial Rpt	274	274		13.1	21	2.2
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656	Crescent	692	704		38.0	54	10.9
115	Gravita Inc	113	117		3.1		
91	Cryospan	114	116		1.0	0.0	15.1
365	Europa Gas	264	258	-6	12.6	35	14.1
925	Exco Drilling	10	10				

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61	Spain	175	185	-10	7	23	22
62	Sweden	175	185	-10	7	23	22
63	Switzerland	185	190	-5	8	4	16.9
64	Chad & Counties	300	370	-70	8	4	15.5
65	China	350	350	0	10	0	0
66	Chesapeake	715	740	-25	32	21.2	32
67	Chile	56	75	-19	4	7.2	5.7
68	China	350	350	0	40	0	0
69	Chad & Counties	95	95	0	49	4	9.5
70	Chad & Counties	178	185	-7	13	7.3	5.8
71	Chad & Counties	178	185	-7	13	7.3	5.8
72	Chad & Counties	178	185	-7	13	7.3	5.8
73	Chad & Counties	178	185	-7	13	7.3	5.8
74	Chad & Counties	178	185	-7	13	7.3	5.8
75	Chad & Counties	178	185	-7	13	7.3	5.8
76	Chad & Counties	178	185	-7	13	7.3	5.8
77	Chad & Counties	178	185	-7	13	7.3	5.8
78	Chad & Counties	178	185	-7	13	7.3	5.8
79	Chad & Counties	178	185	-7	13	7.3	5.8
80	Chad & Counties	178	185	-7	13	7.3	5.8
81	Chad & Counties	178	185	-7	13	7.3	5.8
82	Chad & Counties	178	185	-7	13	7.3	5.8
83	Chad & Counties	178	185	-7	13	7.3	5.8
84	Chad & Counties	178	185	-7	13	7.3	5.8
85	Chad & Counties	178	185	-7	13	7.3	5.8
86	Chad & Counties	178	185	-7	13	7.3	5.8
87	Chad & Counties	178	185	-7	13	7.3	5.8
88	Chad & Counties	178	185	-7	13	7.3	5.8
89	Chad & Counties	178	185	-7	13	7.3	5.8
90	Chad & Counties	178	185	-7	13	7.3	5.8
91	Chad & Counties	178	185	-7	13	7.3	5.8
92	Chad & Counties	178	185	-7	13	7.3	5.8
93	Chad & Counties	178	185	-7	13	7.3	5.8
94	Chad & Counties	178	185	-7	13	7.3	5.8
95	Chad & Counties	178	185	-7	13	7.3	5.8
96	Chad & Counties	178	185	-7	13	7.3	5.8
97	Chad & Counties	178	185	-7	13	7.3	5.8
98	Chad & Counties	178	185	-7	13	7.3	5.8
99	Chad & Counties	178	185	-7	13	7.3	5.8
100	Chad & Counties	178	185	-7	13	7.3	5.8

6	Fraser, Tug	100	110	120	14	8.7
7	Freeman	368	362	1	1.9	43.0
8	Freeman	368	362	1	1.9	43.0
9	Freeman	368	362	1	1.9	43.0
10	Freeman	368	362	1	1.9	43.0
11	Freeman	368	362	1	1.9	43.0
12	Freeman	368	362	1	1.9	43.0
13	Freeman	368	362	1	1.9	43.0
14	Freeman	368	362	1	1.9	43.0
15	Freeman	368	362	1	1.9	43.0
16	Freeman	368	362	1	1.9	43.0
17	Freeman	368	362	1	1.9	43.0
18	Freeman	368	362	1	1.9	43.0
19	Freeman	368	362	1	1.9	43.0
20	Freeman	368	362	1	1.9	43.0
21	Freeman	368	362	1	1.9	43.0
22	Freeman	368	362	1	1.9	43.0
23	Freeman	368	362	1	1.9	43.0
24	Freeman	368	362	1	1.9	43.0
25	Freeman	368	362	1	1.9	43.0
26	Freeman	368	362	1	1.9	43.0
27	Freeman	368	362	1	1.9	43.0
28	Freeman	368	362	1	1.9	43.0
29	Freeman	368	362	1	1.9	43.0
30	Freeman	368	362	1	1.9	43.0
31	Freeman	368	362	1	1.9	43.0
32	Freeman	368	362	1	1.9	43.0
33	Freeman	368	362	1	1.9	43.0
34	Freeman	368	362	1	1.9	43.0
35	Freeman	368	362	1	1.9	43.0
36	Freeman	368	362	1	1.9	43.0
37	Freeman	368	362	1	1.9	43.0
38	Freeman	368	362	1	1.9	43.0
39	Freeman	368	362	1	1.9	43.0
40	Freeman	368	362	1	1.9	43.0
41	Freeman	368	362	1	1.9	43.0
42	Freeman	368	362	1	1.9	43.0
43	Freeman	368	362	1	1.9	43.0
44	Freeman	368	362	1	1.9	43.0
45	Freeman	368	362	1	1.9	43.0
46	Freeman	368	362	1	1.9	43.0
47	Freeman	368	362	1	1.9	43.0
48	Freeman	368	362	1	1.9	43.0
49	Freeman	368	362	1	1.9	43.0
50	Freeman	368	362	1	1.9	43.0
51	Freeman	368	362	1	1.9	43.0
52	Freeman	368	362	1	1.9	43.0
53	Freeman	368	362	1	1.9	43.0
54	Freeman	368	362	1	1.9	43.0
55	Freeman	368	362	1	1.9	43.0
56	Freeman	368	362	1	1.9	43.0
57	Freeman	368	362	1	1.9	43.0
58	Freeman	368	362	1	1.9	43.0
59	Freeman	368	362	1	1.9	43.0
60	Freeman	368	362	1	1.9	43.0
61	Freeman	368	362	1	1.9	43.0
62	Freeman	368	362	1	1.9	43.0
63	Freeman	368	362	1	1.9	43.0
64	Freeman	368	362	1	1.9	43.0
65	Freeman	368	362	1	1.9	43.0
66	Freeman	368	362	1	1.9	43.0

27	Marine Corps	132	132	1	6.3	8.3	102
28	Marines	890	940	50	15.3	17.7	72
29	Marine Corps	111	120	9	1.4	5.4	188
30	Navy	50	50	0	0	0	10
31	Navy Corps	13	14	1	1.1	8.1	89
32	Navy Corps	13	14	1	1.3	21.7	--
33	Naval Air	145	155	10	--	--	--
34	Naval Air	155	215	60	--	--	--
35	Naval Air	124	127	3	0.3	16	33.4
36	Naval Air	15	20	5	0.3	7	9.1
37	Naval Air	15	27	12	0.3	10.9	39
38	Naval Air	15	20	5	0.3	10.9	39
39	Naval Air	155	175	20	1.8	11	11.1
40	Naval Air	65	65	0	5.0	75	55
41	Naval Air	140	140	0	1.4	14	17.4
42	Naval Air	140	150	10	6.71	14	9.8
43	Naval Air	36	36	0	--	--	--
44	Naval Air	36	36	0	6.71	112	48
45	Naval Air	36	36	0	--	--	--
46	Naval Air	36	36	0	--	--	--
47	Naval Air	36	36	0	--	--	--
48	Naval Air	36	36	0	--	--	--
49	Naval Air	36	36	0	--	--	--
50	Naval Air	36	36	0	--	--	--
51	Naval Air	36	36	0	--	--	--
52	Naval Air	36	36	0	--	--	--
53	Naval Air	36	36	0	--	--	--
54	Naval Air	36	36	0	--	--	--
55	Naval Air	36	36	0	--	--	--
56	Naval Air	36	36	0	--	--	--
57	Naval Air	36	36	0	--	--	--
58	Naval Air	36	36	0	--	--	--
59	Naval Air	36	36	0	--	--	--
60	Naval Air	36	36	0	--	--	--
61	Naval Air	36	36	0	--	--	--
62	Naval Air	36	36	0	--	--	--
63	Naval Air	36	36	0	--	--	--
64	Naval Air	36	36	0	--	--	--
65	Naval Air	36	36	0	--	--	--
66	Naval Air	36	36	0	--	--	--
67	Naval Air	36	36	0	--	--	--
68	Naval Air	36	36	0	--	--	--
69	Naval Air	36	36	0	--	--	--
70	Naval Air	36	36	0	--	--	--
71	Naval Air	36	36	0	--	--	--
72	Naval Air	36	36	0	--	--	--
73	Naval Air	36	36	0	--	--	--
74	Naval Air	36	36	0	--	--	--
75	Naval Air	36	36	0	--	--	--
76	Naval Air	36	36	0	--	--	--
77	Naval Air	36	36	0	--	--	--
78	Naval Air	36	36	0	--	--	--
79	Naval Air	36	36	0	--	--	--
80	Naval Air	36	36	0	--	--	--
81	Naval Air	36	36	0	--	--	--
82	Naval Air	36	36	0	--	--	--
83	Naval Air	36	36	0	--	--	--
84	Naval Air	36	36	0	--	--	--
85	Naval Air	36	36	0	--	--	--
86	Naval Air	36	36	0	--	--	--
87	Naval Air	36	36	0	--	--	--
88	Naval Air	36	36	0	--	--	--
89	Naval Air	36	36	0	--	--	--
90	Naval Air	36	36	0	--	--	--
91	Naval Air	36	36	0	--	--	--
92	Naval Air	36	36	0	--	--	--
93	Naval Air	36	36	0	--	--	--
94	Naval Air	36	36	0	--	--	--
95	Naval Air	36	36	0	--	--	--
96	Naval Air	36	36	0	--	--	--
97	Naval Air	36	36	0	--	--	--
98	Naval Air	36	36	0	--	--	--
99	Naval Air	36	36	0	--	--	--
100	Naval Air	36	36	0	--	--	--

Highland Park	85	70	+2	34	38	28
UP Lane	280	315	18	193	383	368
Umar-Saunt	143	188	18	110	4	4
Wanner	175	185	●	107	59	21
Warrington	280	280	0	81	31	26.4
Warrington	165	175	●	50	8	6.8
Warrington	65	75	●	63	80	5.3
Warrington	165	167	●	45	27	4.2
West & County	143	188	18	2.1	13	2.7

SHOES, LEATHER

Headlam	43	50	-7	32	68	69
Leather-Hawthorn	185	187	-2	13.3	77	10.8
Leather-Hawthorn	115	120	-5	10	10	10
Leather-Hawthorn	27	27	0	82	27.3	68
Leather-Hawthorn	27	27	0	11	11	11

TEXTILES

Acen	18	20	19.0
Allyl Text	368	271	75	6.3	41
Bickman (A)	20	25	5	4	12.0
Bever Co	1	1	1	1	1
B. Monroe	195	186	-1	15.5	69 77
Charbona Textiles	273	276	+1	11.3	56
Chrl Co	47	50	3
Chrl	107	100	-7	12.0	71 93
Dumond	35	37	2	31	8.6 12.5
Dyes (Lum)	73	77	4	7.3	87 8.3
Eastech	183	173	-10	11.1	65.6 60
Hickory Fibers	10	73	+1	2.7	3.8
Jeans (S)	115	120	+1	11.2	59
Lumens	310	315	+1	15.0	88 8.8
Lundis	180	203	+21	11.0	58 9.1
Lumens	80	83	3	5.3	8.4 11.4
Lundis (S)	90	93	3	5.0	8.8 9.2

	65	66	67	68	69	70	71	72
BAT (oz)	110	117	-2	40.9	6.2	114		
PJ Cigar	110	110	-4					
Rolling Machine	772	785	-6	20.5	2.6	121		

ASAC by Ports	280	294	+3	8.3	28	128
BAA (BA)	427	430	0	15.3	26	115
P. Airways (PA)	211	212	-1	11.8	5.6	82
Caribbean	365	373	+1	16.0	4.3	147
Continental	409	410	0	12.3	3	109
Dallas & American	450	455	0	10.7	2.3	—
Enterprise	489	480	-9	—	—	—
Eastern Airlines	489	489	0	—	—	—
Fogor (Jamaica)	147	147	—	6.7	46	122
Swag	156	155	-1	6.0	40	271
Jacobus (J)	68	71	3	5.7	81	289
Lat. America	116	115	-1	8.0	41	181
Munich	24	26	—	—	—	—
Metzger Dots	198	201	3	5.6	28	287
NFC	367	370	3	11.9	26	162
Ocean Group	387	370	-1	11.9	27	157
P. & O. (UK)	43	45	+1	3.7	8.9	25
O. C. & (W. UK)	648	658	10	39.3	60	236

	1990	1991	1992	1993	1994
Taper & Butler	300	330	-	10.0	3.3
Tupone	533	537	-7	10.1	1.9
Trappone One	282	215	-3	12.7	5.7
Trappone Scott	185	269	-	11.1	5.7

	1990	1991	1992	1993	1994
Angkor Wat	159	151	-	20.4	3.8
Northbrook	166	170	-1	21.4	12.7
North West	156	158	-	21.3	13.4
Severn Trent	141	143	-	19.8	13.8
Stann Water	122	125	-7	20.7	14.0
Stann Water	142	145	-7	19.8	14.0
Stann Water	142	145	-7	19.8	14.0

Yorkshire Water	150	105	-3	20.8	12.4	3.5.
Package Unit	1368		+13			

dividend = Ex all b Forecast dividend = Interim
 passed f Price at suspension g Dividend and
 and a special payment i Pre-merger figures n
 earnings o Ex other r Ex rights s Ex scrip or
 in t Tax-free .. No significant data.

● Ex dividend a Ex all b Forecast dividend c Int
payments passed f Price at suspension g Dividend
yield exclude a special payment h Pre-merger figure
Forecast earnings e Ex other r Ex norms s Ex sch

High-fliers with a developed sense of helping others

Many people suppose that all aid agency work is done by poorly paid volunteers, but a considerable number of workers are career staff employed on full salaries. Anyone considering work with an agency need not fear that they will be underpaid. Drawbacks abound, and prospective workers are well briefed on these, but salary is not one of them.

"People are often surprised to find that workers are paid reasonably well, if not extravagantly," says Robin Shell, deputy director of overseas operations for the Arizona-based Food for the Hungry International. "Development workers don't earn a fortune, but pay compares with that of teachers or social workers."

Development work is the term some agencies prefer for their activities. Relief work is an emergency measure to develop work seeks to improve a local community's living standard in the long term by education and training. Some aid agencies do one type of work, others both.

"Development work aims to get away from handouts,"

Not all aid agency workers are low-paid volunteers, Beryl Dixon says. Some achieve a well-paid career

Mr Shell says, "Agencies undertake projects of long-term benefit, working with the local community. We are going one step further now by setting up micro enterprise projects in some areas."

"Bangladesh provides one example. During the floods we provided instant help and relief. Afterwards, the aim was to improve on pre-flood conditions. A development worker went to a village and, after discussion with villagers, helped individuals to open small businesses. One came up with an idea to cook and sell food in the market. Others decided to make and sell pottery, and one made bamboo roofing material."

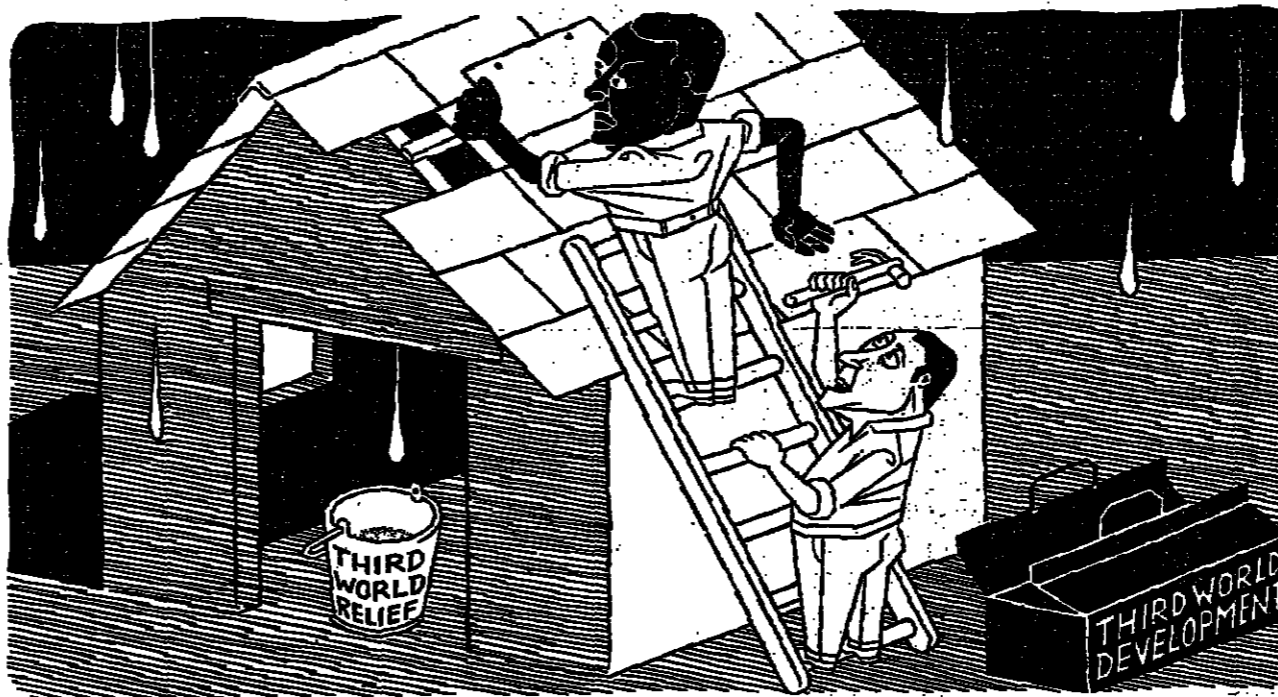
"We gave all these people small, interest-free loans, act-

ing first like a bank examining a business plan. Then we provided technical expertise to help practically. Our targets were the poorest people, and the women in particular."

A wide variety of skills can be used overseas. The initial relief operation in Bangladesh required doctors, nurses and transport experts to ensure the efficient distribution of food and medicine, followed by civil engineers, agriculturalists plus computing and business experts. Other projects may need forestry experts, accountants, economists, agronomists and teachers.

"We employ two main types of staff," says Andrew Timpson, Save the Children Fund's deputy divisional director for Africa. "SCF is predominantly a health agency, so nurses, midwives, followed by doctors and nutritionists, are our largest group. Then we have the technical group, many of whom are civil or water engineers. A civil engineer trained in this country can do anything in Africa."

Action Aid, SCF, Care and Oxfam employ only paid staff on "good salaries", Mr Timpson says.



Agencies looking for staff use several sources, including advertising in the national press and professional journals, speculative letters and informal networks. "We often phone a volunteer agency to see whether anyone suitable who is coming to the end of a placement might be interested," says a spokesman for SCF's personnel department. "A lot of recycling goes on. Contracts are often for two-year periods and people move around between us."

Previous experience as a volunteer is helpful, and most successful applicants have worked as volunteers with other agencies. This experience is a valuable guide to whether applicants can adjust

to very different lifestyles, cultures and conditions and possess the vital ability to work with counterparts in developing countries.

Managerial expertise is vital. Just one British midwife can be working with senior midwives in Africa, helping them to train and organise.

If newly appointed members of staff have no overseas experience, they will be sent to help a well-established team. One important post is that of field director, the salary for which, including accommodation and allowances, compares favourably with that of UK middle managers. But there

are not many such jobs and the responsibility is awesome. They must be an administrator, diplomat, financial director and personnel officer, and are responsible for their agency's work in one country or area. They organise other volunteers, control budgets, supervise staff and liaise with national governments.

All agencies are careful to stress that, although long-term careers are possible - SCF has two nurses who have been with them for 20 years - there is no career structure. Most contracts are for one or two years. Staff move around, but there are few administrative posts in Britain to come home to. Mr Timpson is one of the exceptions, having been an

overseas field and regional director. He says: "Professionals must at some point step back and consider 'Is this to be my career, or should I get back on the ladder at home?' Doctors, in particular, have difficulty in climbing the ladder if they stay outside the health service too long."

Bureau for Overseas Medical Services, Africa Centre, 38 King Street, London WC2E 8JT (maintains a register). Crown Agents, JR Division, 4 Millbank, London SW1P 3JL (recruits on behalf of overseas governments). Oxfam, 274 Banbury Road, Oxford OX2 7DZ. Save the Children Fund, Mary Daubacher House, Grove Lane, Camberwell, London SE5 8RD.

PROFILE

AID agency field directors are particularly mobile and have a variety of backgrounds. They include former engineers, journalists, an international lawyer and a rock band manager. What matters, say agency directors, is having the right personality.

Robin Shell, once a field director and now deputy director of overseas operations for Food for the Hungry International, is a trained agricultural surveyor and a former careers officer with previous experience as a volunteer project director in Thailand.

He travels as often as any international businessman, spending part of his time in the organisation's head office, engaged on policy, personnel and resource allocation matters. His remaining time is spent visiting project workers in the field, to monitor progress and troubleshoot.

"Policy and monitoring are important, although they are often dismissed as 'administration'. We receive funding from many charities, churches and organisations, including Band Aid, and donors have a right to expect accountability."

"My recent trips have included one to compile a report on work in Ethiopia. We had some staff morale problems there but this is now improving. I also needed to assess the financial requirements for new projects. I went next to Uganda to discuss possible expansion of our work with the field director and government representatives. I have also been to Thailand, Laos and Bangladesh, and to Glasgow to recruit an agronomist."

071-481 1066

PUBLIC APPOINTMENTS

071-481 1066

ISLINGTON HEALTH AUTHORITY

COMMUNITY & PRIORITY SERVICES

SERVICE DIRECTORS

- Care of Older People
- Women and Children's Health

Salaries up to £27,000

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Although ideally having already made a significant contribution in the appropriate health specialism, you will certainly be able to demonstrate an understanding of the issues - to a level that will enable you to provide dynamic leadership and manage change in respect of these services. Proven ability in a Senior Management post together with a good working knowledge of the changes currently affecting the NHS are essential.

If you enjoy working under pressure as a corporate member of a flexible management team please write or telephone for further information from: Personnel Department, Islington Health Authority, Insurance House, Insurance Street, London WC1X 0JB. Tel: 071-278 2323 Ext 265.

If you would like the opportunity for informal discussion please phone Paul G. Beard, Unit General Manager on 071-278 2323 Ext 266.

Closing date for receipt of completed applications: 18th July 1990.

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AN EMPLOYER COMMITTED TO EQUAL OPPORTUNITIES

SETTING STANDARDS IN CHILD CARE

Training Officer

S02 £15,549 - £16,476 Chelmsford

Throughout Essex Social Services we are committed to maintaining high standards of professional practice in child care. But our continuing success depends on our providing equally high levels of staff training. This appointment will, therefore, offer an exceptional opportunity to join a small but enthusiastic training team at our Chelmsford headquarters.

Working closely with the Senior Training Officer (Child Care), you'll be involved in the planning, design, evaluation and delivery of child care training programmes. This will involve personal presentation, individual tutorials and use of speakers and training materials.

Qualified CQSW/CSS or with a Dip.COT, you should have broad practice experience and, ideally, post-qualifying training in child care and training experience. You should also be a car driver.

Informal enquiries should be made to Stewart Thomson, Principal Training Officer, on Chelmsford (0245) 492211 Ext. 40115 or Monica Peake, Senior Training Officer (Child Care) on Ext. 40123.

Application forms are available from the Personnel Section, Essex Social Services, 'A' Block, County Hall, Chelmsford, Essex. Telephone: Chelmsford (0245) 492211 Ext. 40137.

Closing date for applications: 17th July 1990.

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APPOINTMENT OF DIRECTOR OF HORTICULTURE

ROYAL HORTICULTURAL SOCIETY

Applications are invited for the new post of Director of Horticulture with responsibility for the management and co-ordination of the Society's horticultural and scientific activities.

Applicants should possess an appropriate degree or degree equivalent and have proven managerial and administrative ability and experience. Salary negotiable above £30K depending on experience. Further details of the post may be obtained by applying in writing to:

The Director General
The Royal Horticultural Society
PO Box 313, 80 Vincent Square
London SW1P 2PE
Completed application forms must be received not later than July 20 1990.

Barking, Havering and Brentwood Health Authority

Assistant Director of Finance (Planning)

£22,000pa inclusive (plus Leased Car and Performance Related Pay)

Due to the promotion of the existing post-holder an exciting opportunity exists for an ambitious, suitably qualified or experienced person to take financial input on "White Paper" issues, District Health and Performance Review. In addition the post carries responsibility for maintaining cash flow and resource allocation controls. The Authority is also currently planning for the future development of a single-site District General Hospital.

The successful candidate will be based in the District Finance Department at Clotchurch Hospital, Romford, and a generous relocation package is available.

Please contact: Terry Brodie, Deputy Director of Finance, for an informal chat, on 0708 746090 ext 3338 of Diane Lincoln, on 04023 45533 ext 2846, for an information pack.

Closing date: July 13, 1990.

Working towards equal opportunities.

PUBLIC AND HEALTH CARE

BEXLEY HEALTH AUTHORITY

SENIOR FINANCIAL ACCOUNTANT

Salary: £14,000pa + Performance Related Pay + Benefits

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In return we can offer relocation expenses in approved cases, temporary accommodation in close proximity and refurbished offices, non-smoking environment, close to Bamehurst BR Station.

Interested? Then contact: The District Personnel Department to obtain an application form and job description at 221 Erith Road, Bexleyheath, Kent DA7 6HZ. Tel: 081-301 2333 ext 2552.

Closing date: July 13, 1990.

We are an equal opportunities employer.

BUSINESS & SECRETARIAT MANAGER

Senior Manager Scale 22: £17,190 pa (review in September 1990)

Eligible for performance related pay

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You will need to have previous NHS experience, be well organised, proactive, capable of motivating staff and be able to produce written work to a high standard.

Take this opportunity to join a District which is well ahead with planning to meet the challenges of the White Paper. Contact Jim Bartlett.

District General Manager for informal discussions or telephone (0785) 52233 Ext. 5214 for an application form and information pack.

Mid Staffordshire Health Authority is an equal

Opportunities Employer.

Closing date: 17 July 1990.

UNIVERSITY OF LONDON: THE LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE LSE FINANCIAL MARKETS GROUP RESEARCH GROUP MANAGER

The LSE Financial Markets Group is a dynamic highly successful research group which has been established at the London School of Economics with funding provided by a number of British, American and Japanese institutions, to pursue basic research into financial markets and their links with the real economy.

We are seeking to appoint a Research Group Manager to be the focus of the Group, responsible for ensuring smooth running and development. A fair for forward planning coupled with sound critical analysis and the ability to produce proposals for development are essential, as well as the ability to manage the normal day to day routine of the Group including financial management and information technology.

The Research Group Manager, who will be directly accountable to the two Directors of the Group, will need highly developed writing skills for the drafting of publications, reports and publicity material about the Group. A knowledge of economics and computing is also desirable. The post carries a great deal of responsibility and demands intelligence, imagination, enthusiasm and excellent inter-personal skills.

Appointment will be on Grade 2 for senior administrative staff in Universities with salary in the range of £14,846 to £18,432 including London Allowance (scale under review).

Further details from Professor Mervyn King, Financial Markets Group, Lionel Robbins Building, London School of Economics, Houghton Street, London WC2A 2AE. Ref: FMC/RGM.

An equal opportunities employer.

UNIVERSITY OF WARWICK Technology Transfer Officer

An additional Senior Officer to join The University's Transfer team. The duties of this new post are focused on developing fruitful interactions between the University and local industry, especially within the University Science Park and Coventry Business Parks. Applicants should have a sound scientific or engineering background with research and, if possible, industrial experience. The ability to interact with senior academics and industrialists and to communicate effectively is important together with enthusiasm, flexibility and creativity.

The post will be for 3 years in the first instance on the Administrative Grade 5 scale. £17,328 - £20,465 per annum (review).

Informal enquiries to Dr Geoff Potter or Dr Alan Rowe, 0203 523559.

Application forms and further particulars from the Personnel Office, University of Warwick, Coventry CV4 7AL (0203 523557) quoting Ref: 07/81/6971 please mark clearly on envelope.

Closing date for receipt of applications: 27 July 1990.

AN EQUAL OPPORTUNITIES EMPLOYER

PUBLIC AND HEALTH CARE



MID SURREY HEALTH AUTHORITY

CONTRACTS MANAGER

Salary Circa £27,500 p.a.

Appropriately qualified and experienced individuals are invited to apply for this Director level post. Responsibilities include the development and application of District Health Authority Contracts for health care services for a residential population of 166,000 and a number of large mental hospital facilities.

Experience of contracting and negotiating would be an obvious advantage but appropriately qualified and ambitious health care managers will be given training in these areas.

For an informal discussion of the post contact the District General Manager, Ken Sutton, District Headquarters, West Park Hospital, Horton Lane, Epsom, Surrey, on 0372 727811 Ext 237.

An application form and information pack is obtainable from Mrs Thelma Lloyd, Employee & Professional Adviser, District Headquarters, West Park Hospital, Horton Lane, Epsom, Surrey, on 0372 727811 Ext. 380. Closing date - Monday 16 July 1990.

AN EQUAL OPPORTUNITIES EMPLOYER

Continued on page 40

مكزامن التحصيل

Keeping the books clean

Business is booming for Britain's army of specialist debt handlers, reports Derek Harris

As high interest rates begin to bite more deeply into industry and commerce, smaller and medium-sized companies might be expected to turn for help to Britain's growing factoring industry.

Many factors, however, are playing a cautious game, and expect only a modest growth in their business profits this year. Their attitude says much about the way the factoring industry has matured.

As a young industry in the 1960s, its hallmark was lending cash on part of the face value of unpaid bills. It then collected the debt, usually paying off the rest of the money owed while taking its own slice for the service and some profit. It came to be seen as a lender of last resort before a financially embarrassed business might have to face up to going bust.

In recent years it has developed a more sophisticated product, offering full factoring services where it looks after a business's books and its credit management, extending this, if needed, to an insurance against bad debts.

Britain's 11 factoring and discounting companies which are members of the Association of British Factors and Discounters (ABFD) have been faced with a flood of business as trading conditions have progressively worsened.

Small business casualties became noticeable towards the end of last year, according to Leslie Bland, the association's chairman, who is managing director of Century Factors, part of Close Brothers, the merchant banker. Century, in which its management has a 5 per cent stake, has one of the more unusual backgrounds in factoring because most of the key high street banks have factoring subsidiaries.

"The trend accelerated in the early part of this year and now bigger companies can be seen to be in trouble," Mr Bland says. "It is likely to continue like this until interest rates ease and, when conditions do improve, some businesses will then become unstuck by trying to expand too quickly for their realistic sales base."

"We could all be writing an enormous amount of business at present, but we are not doing so. We are being cautious and are definitely not interested in last-ditch situations."

"Our quality control has to be greater at a time like this. There is no mileage, either for a company or us, in taking them on only to have them cease trading in two or three months' time."

Half-year returns for the industry are not yet available, but Mr Bland expects growth in factoring and the discounting trade this year, although not at the levels seen recently. Last



Leslie Bland: "Not interested in last ditch situations"

year, the association's members saw sustained growth of almost 24 per cent for all types of business, from £9.4 billion to £11.6 billion. The previous year had seen a record growth of 25 per cent.

"It looks likely that there will not be a big growth in sales volumes, but there will be in the number of companies turning to factoring," Mr Bland says. Like many in the industry, he expects factoring and discounting profits to come under pressure.

An aspect of that trend is last year's increase of 44 per cent to £5 million in the value of bad debts absorbed by the association's members for clients which had sought that protection. There was also a 41 per cent increase in the number of UK debtors against whom legal action was being taken to

recover bad debts. The trend has continued this year.

Mr Bland sees the fortunes of the factors following the general economic pattern. This may see interest rates falling by the end of this year and, given a necessary adjustment period, boom conditions could return next year with factoring helping companies to realise their greater potential.

Straightforward invoice discounting, most favoured by larger companies which tend to have their books and credit control systems more solidly in place, looks likely to continue the strongest growth. It was up last year 31 per cent over the previous year to £6.3 billion. Full service factoring in the UK rose 15.6 per cent to £4.8 billion.

Manufacturing is still the biggest user of factoring and discounting services, taking 45 per cent of the market. Service industries have grown in importance, representing nearly 16 per cent of the market, up from 13.7 per cent in 1988. Distribution, including retailing, is 33.3 per cent of the market.

An encouraging trend is the increasing number of smaller businesses that are turning to factoring. There is always the problem that a small account can be disproportionately expensive to service. Businesses with a turnover of £250,000 or less now account for 32 per cent of association business.

Lombard NatWest Commercial Services, a National Westminster Bank subsidiary, Lloyds Bank's International Factors and Midland Bank's Griffin Factors all include smaller businesses among their specialities. So does Alex Lawrie Factors, also a Lloyds Bank subsidiary, which has one of the broadest portfolios of any factoring organisation.

They concentrate on clients with a minimum turnover of £100,000, but there is a growing tendency to help new ventures and management buy-outs or buy-ins.

Century Factors has run a field trial in the Thames Valley area involving 15 or so small businesses with turnovers as small as £30,000 a year and none above £75,000 which, until now, has tended to be the industry's limit. It has proved successful and the scheme is being extended to most of the southern half of the country. The north could follow soon.

The ABFD now accounts for more than 90 per cent of factoring and invoice discounting in the UK. Its membership grew at the end of last year when it was joined by Reading-based Kellogg which developed from a specialist factor into a broadly based operation. It is now among the top half dozen factoring organisations.

"We have matured, the industry has matured and so has the association," Ben Allen, its managing director, says. "For various reasons it seemed an appropriate moment to join."

There are ten members of the much smaller Association of Invoice Factors (AIF), accounting for more than £150 million in turnover. John Connell, its chairman and managing director of Liverpool-based Bibby Financial Services, says: "As smaller organisations we can give a much more personal service. Top man deals with top man."

Mr Connell, like Mr Bland, believes taking on clients in trouble would be counter-productive for everybody. "The industry has changed from its early ways. We do not want to get back to the old image."



David Storey and Andrew Wilson: mastering a different philosophy

New shopfloor challenge for banking traditionalists

How braving the change into the factoring system has its rewards

David Storey is managing director of Barclays Commercial Services, the factoring arm of Barclays Bank. He is that rare bird, a banker turned factor, which, he readily admits, is a change of culture and a personal challenge.

Bankers traditionally lend on assets, acting cautiously and even conservatively. Factors lend on the value of invoiced debt, but become far more closely involved with businesses than bankers, developing a gut feeling for how the enterprises will turn out. It is a more entrepreneurial business and more shopfloor-oriented than banking.

Mr Storey rode into factoring on the back of a Barclays Bank decision to return to the sector in early 1988 by taking a majority stake in Arbuthnot Latham. Barclays took a total stake last Christmas. The factoring arm is involved in every aspect of the business, including international factoring. Mr Storey joined Barclays in 1964 and, after holding a series of managerial posts around the world as well as in the UK, became the corporate markets deputy director of the bank.

He says the true factoring person is far more of a trader, more an entrepreneur. "This is not traditional core bank-

ing," he says. "There is a fundamentally different philosophy in factoring. It has to be said that the traditional banker has changes his spots over the past five years. Gone are the days of the banking ivory tower. The banker has to go out looking for business and to satisfy the customer more."

He believes a seamless link between the factoring and banking approach can be created. For Barclays Bank, factoring plugged a gap in its product range in UK corporate markets, according to Mr Storey. Packages for clients such as Andrew Wilson, managing director of Boyne House, a direct marketing consultant, might include a factoring or invoice discounting facility, some working capital from a branch of the bank, money transmission services overseas and an element of venture capital through taking a slice of equity.

Mr Storey sees factoring as an interesting market place where there will be "significant" growth in the next five to ten years. "I now," he says, "see myself as a factor rather than banker."

Among the few other bankers who have braved the change to factoring are staff at Griffin Factors, which was taken over by the Midland Bank in the mid-1970s. The latest former banker at Griffin is Alan Hughes.

Mr Hughes says he was a banking man through and through when he went to Griffin just over a year ago. He had been area manager for Midland, based at Cambridge. He has found factoring rather more commercial than banking. "It is perhaps what business people would like bankers to be. Certainly factoring calls for an entrepreneurial approach because it is much riskier, although more profitable. Now I would rather be a banker, but I still feel like a banker."

There is, he says, a motto in factoring as new clients come in looking for a cash injection against the value of their invoiced, but unpaid, bills: "They come for the money — and stay for the service."

DEREK HARRIS

Invoice

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Kent.

Ref: J. L. Blight & Sons

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57	25	
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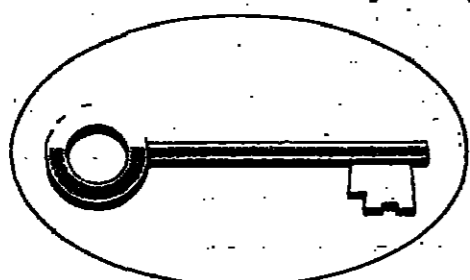
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The cash flow rescuers

How a big bank helps small businesses, by Rodney Hobson

International Factors, a Lloyds Bank subsidiary, set up a small business service in 1988, offering sales ledger administration, bad debt protection and the ability to draw cash through a pre-payment facility.

A early client was 5 Star Express, set up by four directors as a courier service in the Leeds area. "We started out very small with just the four of us and three dispatch riders," says Chris Longbottom, one of the directors.

Customers soon included local small businesses needing a courier once or twice a month but large national companies needing deliveries and collections three or four times a day became interested.

The company, however, soon had a cash flow problem. Mr Longbottom says: "There was great potential to expand, but we were handicapped because many customers operated on 90-day credit terms and we could not get our hands on our money when we needed it. Factoring has given us absolute control of our cash flow and we always know exactly what money we have available. In addition, bad debt protection means we do not have to worry about customers who run into financial difficulties."

Dave Smith, another director, adds: "Most of our outgoings were on wages, which had to be paid immediately, while most of our income was on three-month credit terms. You have got to fill the gap with something. With the expansion we had, the immediate money ran out. We tried the bank but it needed a lot of security. Factoring has been easier."

"It did strike me as expensive, more than a straightforward overdraft. But a lot of our clients were in advertising, a dangerous business where some companies have failed."

Turnover doubled from £125,000 a year to £250,000 in only two years. Then 5 Star Express switched to the full factoring service. Turnover is now about £350,000 a year. The company has 20 dispatch and van drivers and employs another six people part-time. Deliveries to London are involved and the company is considering a southern office. Standby Contracts, in Glasgow, also found that fast expansion brought cash flow problems. It called in two factors, to see which offered the better terms. It chose International Factors, after travelling to the south coast to look at International Factors' headquarters.

Standby Contracts was begun two years ago to provide contract labour for the construction and haulage industries. The company supplies companies in Scotland with general labourers, heavy goods vehicle drivers and warehouse personnel to cover holidays, sickness and peak workloads.

"Our problem was that we were too successful," Graham Black, its managing director, says. "We started out in a small way, but within a year we had more than 250 staff in

contracts around Scotland. Because we grew too quickly we started experiencing cash flow problems.

"We just could not devote the time necessary to chase up our unpaid bills and continue to grow at the same time. We can pay out £120,000 to £150,000 in wages on a contract before we see money coming in."

Because of the construction market's problems, Standby Contracts was not a good prospect for bank borrowing in the early stages. It ran the risk of being hit by a large bad debt that could knock a hole in its cash flow and its annual profits. Worse still, a single bad debt could have ruined the enterprise.

This also made factoring a more expensive proposition, but Standby Contracts discussed with its factors the possibility of reducing rates as the business grew and the extent of credit risks became clearer. "Help with our cash flow was our main concern," Mr Black says. "But the bad debt protection offered as part of the service meant that it seemed like the ideal solution to our needs."

As a first step, International Factors made an in-depth study of its prospective client to ensure that it was sound, with a proven trading record, good management and administrative systems. It also made sure that factoring could eliminate cash flow difficulties. International Factors then agreed to provide full sales ledger administration, bad debt protection and a pre-payment facility. This enables Standby Contracts to call on up to 85 per cent of the value of its credit-approved sales.



Couriers on the right road: the 5 Star Express men

Protectors against bad debts

GREENWICH Instruments turned to factoring for protection against bad debt. (Rodney Hobson writes)

Geoff Dove, managing director of the company, in Sidcup, Kent, explains: "Five years ago a North American distributor wound up his company leaving creditors, including ourselves, with no legal recourse to recover money."

"The debt was large enough to have an impact on the company, not just in financial terms but in the way we approached the export market to ensure that this would not happen again."

Mr Dove founded Greenwich Instruments, which designs, manufactures and distributes advanced micro-technology products. It was set up in 1985. Export sales account for 80 per cent of its business through a wide network of distributors. Turnover has grown consistently in recent years and a further 25 per cent increase is expected this year.

Mr Dove found the Export Credit Guarantee Department (ECGD) did not have the answer to his problem when the distributor failed. Although the ECGD would insure against default, Mr Dove found its procedures cumbersome and expensive.

For companies such as Greenwich Instruments, establishing the creditworthiness of a customer in a remote area can be complicated, involving currencies, language barriers, time zones, different business practices and ethics. If the exporter goes it alone, he may have to give a lot of administrative time for the paperwork, leaving the customer will pay in the meantime.

Insuring through International Factors cost Mr Dove 1.5 per cent compared with the 2 per cent quoted by ECGD. "If anything goes wrong, I still get paid after an agreed time."

When the company wants to appoint a new distributor, it asks the factor to do a credit check. Mr Dove says: "It leaves me free to charge around the world to find business. If the buyer has a telephone connected, International Factors will immediately give me a £10,000 credit limit."

The factors are taking more interest in the lower end of the market

The net widens as businesses grow

SMALL but growing companies caught in a cash squeeze are finding that factors are becoming more sympathetic to their needs.

A bank will loan money to get a business started if it is offered sufficient security, such as a house.

However, a growing business is in a more difficult position. Such a business is unlikely to have further securities on which to base another loan and unlikely to earn enough to be of interest to a factor, which usually deals only with companies with a turnover of £100,000 or even £250,000.

Now this is changing. Lombard NatWest, for example, originally set a minimum annual turnover of £200,000 for businesses wishing to use its services. In March last year it began to test a special service in London and the South-east for small businesses with sales of £75,000.

The trial has been so successful that it will be extended to the whole of England and Wales by the end of the year. In the first 15 months it attracted 200 clients.

"We are trying to find a way to help small companies that have a target turnover of £75,000," Paul Gee, its director, says. "They will not necessarily have all the frills of

a full service. We have identified a vacuum."

Some factors are now considering a stronger regional presence to help small businesses. Many have sales offices around the country, but that is not always a

substitute for a regional office processing applications.

Lombard NatWest intends to open an operations centre in Leeds this autumn that it hopes will be more accessible to clients in the Midlands and the North of England. "Re-

search among our existing clients has revealed a demand for more local understanding of business needs," Mr Gee says. "To support clients you have got to be physically near them."

"If we drove from our headquarters in Feltham in west London to Humberside, our profit would be gone in one trip. A service charge of £2,000 is not little for a small business, but it is not a large amount for us."

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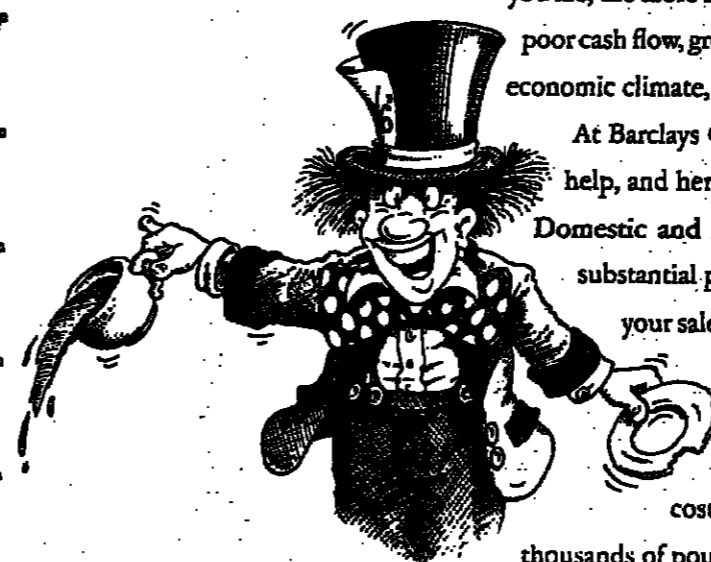
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Tough times ahead



Paul Gee, 5 Star Express

...to the fact that the company was not a good prospect for bank borrowing in the early stages. It ran the risk of being hit by a large bad debt that could knock a hole in its cash flow and its annual profits. Worse still, a single bad debt could have ruined the enterprise.

When the company wants to appoint a new distributor, it asks the factor to do a credit check. Mr Dove says: "It leaves me free to charge around the world to find business. If the buyer has a telephone connected, International Factors will immediately give me a £10,000 credit limit."

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FOCUS

FACTORING/3

Tough times ahead

HIGH interest rates and falling demand in some sectors have driven companies to the wall and factors are expecting a year of bad debts (Rodney Hobson writes).

Paul Gee, a director of Lombard NatWest, calculates that since October his company has had to write off £2.5 million and believes this is typical of the industry. The worst affected sectors have been the retailing and construction industries, each accounting for about 15 per cent of the losses. Other failure areas have been textile and garment manufacturing, with about 10 per cent of losses, computer dealers at 8 per cent, and packaging, paper and printing with 6 per cent. These areas account for more than half the business failures that have landed in the laps of the factors.

Victims rescued by factors are mainly the suppliers of the struggling sectors. For example, much of the bad debt in construction has hit timber merchants, which are generally trading profitably but can ill-afford to see their customers go under. Although nobody likes to shoulder an additional burden, the industry hopes more businesses will see the advantages of using factoring as insurance against default of a client.

Mr Gee believes increasing



Paul Gee: £2.5m write-off

rates to recover losses will drive clients away. "We try to strike a balance," he says. "If we wanted to stop the problem we could reduce our exposure to zero, but our clients would not be happy. We look at credit limits and make sure we are satisfied with our level of exposure. We look at particular sectors and, if necessary, talk to clients in those sectors about reviewing our rates."

Suppliers are caught in a double squeeze when times are difficult. Far from trying to make customers pay up faster to reduce the risk of bad debts, many suppliers offer longer credit periods.

"We have seen our average collection time drift from 60 days to 63 days in the past six months," Mr Gee says. "It is something we obviously try to stop, but clients are able to sustain this, although extra finance costs dent margins."

"Most clients are saying that, to maintain their competitive edge, they wish to extend credit. Where products are the same, the price is the same and service is the same, clients say that offering an extra ten days on the payment period makes them more competitive. They use it as a sales pitch."



David Richardson of International Factors: "The service is so good it is difficult to know how it can be improved"

Europe rings changes

Rodney Hobson looks at the effect of the end of government-sponsored help

Factors who offer services to exporters are watching with great interest the progress of the Export Credit Guarantee Department towards privatisation. The ECGD insures exporters against default by foreign customers. Under the EC's credit directive, government-sponsored credit institutions are forbidden after 1992. It is expected that the ECGD will soon become a private company and a buyer sought.

Martin Warman, international manager at Alex Laurie, says: "The vast majority of credit limit applications now take less than 24 hours to be processed, which is of great benefit to exporters in the fast negotiation of overseas contracts. The ECGD has been willing to set limits of £20,000 without a long drawn-out credit investigation procedure."

International factoring is dwarfed by the domestic business but, in terms of growth, it is holding its own. Although domestic full service factoring grew 15.6 per cent to £4.8

billion last year and invoice discounting soared 31 per cent to £6.3 billion, international factoring produced a mere £586 million in sales volume. British companies selling abroad have two main needs and three lesser considerations when approaching a factor. Most important are obtaining an assessment of the creditworthiness of the foreign customer.

Factors have two options in backing exports. If a British company is exporting to France, the British factor can contact a French factor with which it has a working relationship to take over the risk at the French end. The French factor will be responsible for checking the creditworthiness of the French importer and chasing up payment. The second choice is to insure with the ECGD against non-payment.

Mr Warman says the ECGD

has an important role to play. "Assigning the export debt to a foreign correspondent factor has some advantages. A decision is taken by someone close to the local market. But the ECGD takes a more bullish view of the credit risk because its purpose is to promote British exports, while the foreign factor will take a more conservative view."

David Richardson of International Factors, a Lloyds Bank subsidiary, has no worries about the privatisation of ECGD although, he says, the service is so good it is difficult to know what improvements can be made.

International Factors has launched an export factoring service, ExpoFin, to complement the export insurance services of the ECGD, a move, Mr Richardson insists, that was not influenced one way or the other by the privatisation

move. It operates through affiliates in 23 countries. Mr Richardson says: "You have someone on the spot who can collect debts for clients."

He sees "open account" trading within Europe as a prime reason for using factoring. Open account trading means goods are put on a lorry and sent from the factory to the customer just as if the source and destination were in the same country. That contrasts with the traditional exporting method of the customer producing documentation and payment before the goods are released, a trading method formerly handled by banks.

ExpoFin is designed for companies with export turnovers of more than £250,000 a year, but new exporters with a sound UK record and which forecast export sales of more than £250,000 may also be taken on. "International business is a fairly small part of factoring in this country and domestic factoring is moving ahead so fast that it overshadows the international side," Mr Richardson says.

Invasion alert

PHILIP BLACK looks over the green fields of Kent and waits for the invasion. Based in Tunbridge Wells, he is the UK managing director of De Lage Landen, the financial services subsidiary of Rabobank Nederland, a Netherlands bank (Rodney Hobson writes).

Factoring is growing quickly in Europe. Last year Italy overtook the United States as the world's biggest factoring nation. Total domestic and international turnover was \$51.18 billion (about £29.7 billion), according to figures released by Factors Chain International (FCI), one of the main international factoring organisations.

But it is the Dutch who are the keenest users of export factoring, carrying out business worth \$2.45 billion. According to FCI, comparable figures were \$2.15 billion for West Germany, \$1.03 billion for Italy and \$980 million for Britain.

Mr Black says: "Factoring is becoming well-known in Europe and the demand for the service is forcing the pace."

Italy today is the fastest-growing market for factoring. FCI figures bear him out. Although domestic factoring dwarfs the use of the service to cover exports, export factoring worldwide last year grew 22 per cent to \$10.83 billion. That compares with an 18 per cent rise in the worldwide domestic factoring to \$179.2 billion.

Mr Black has no doubts that the advent of the single European market in 1992 will speed the process. De Lage Landen spread into Belgium and West Germany before arriving in Britain last year. This year De Lage Landen bought a French factoring company, and next year it hopes to move into Spain.

"Our group took the viewpoint that no market within the EC was secure from others attacking from outside," he says.

He rejects suggestions that individual nations stick to their own people. De Lage Landen has found that apart from assisting Netherlands companies abroad, it can pick up foreign domestic business.

Last resort success

ALTHOUGH factoring is shaking off its debt-collector image, many potential clients approach a factor as a last resort. Most have tried to raise additional finance from their banks first. Many companies end up using factoring services because their banks have recommended a factoring subsidiary (Rodney Hobson writes).

Stephen Foster, who with his father-in-law, Charles Curtis, set up a publishing venture in Watford, Hertfordshire, says: "Factoring has something of a reputation for being last-chance finance. But there was no alternative."

Mr Foster and Mr Curtis were sure they had a potential market for a magazine catering for people renovating or maintaining older dwellings. Their belief in *Traditional Homes* was based on the fact that a third of the country's 18 million homes was built before 1919. "We were expanding quickly," Mr Foster says. "The number of orders and the value of orders were increasing month by month, but the cash income

was not going up month by month. Customer credit periods were drawing out longer and longer."

Mr Foster and Mr Curtis called in Century Factors. Mr Foster says: "The month before factoring, we took in £16,000. The next month, Century Factors retrieved £18,000, the next £24,000 and the next the better part of £35,000. Being a small company of 17 people without a credit controller or an accountant we were really just fighting bush fires. We had 240 accounts outstanding at any one time."

Poly & Rutland, a growing property maintenance business based in Cricklewood, northwest London, also considered various options to alleviate the cash-flow burden before using factoring.

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Farewell to the overdraft

ONE OF the biggest problems for small businesses is cash-flow because new clients expect to be given time to pay. This was the problem for Marion Storey and Maureen Rees, the partners behind Gateaux Galore, which sells patisseries to hotels and caterers (Derek Harris writes).

Mrs Storey says: "The bigger the customer, the slower they are at paying."

The partners had by the end of 1988 an annual turnover of £147,000 but such a soaring overdraft it was making it tricky to contemplate taking on big new contracts. This was when they turned to factoring in the shape of Lombard NatWest.

The change was made in July 1989, and instead of waiting up to 90 days for payment, Gateaux Galore was getting from the factors a substantial part of the cash owed straightaway. Mrs Storey says: "Factoring has proved successful for us. We no longer have the rising overdraft nightmare."

They are about to wipe out their overdraft and expect a turnover of £300,000 this year. British Rail was a recent big new contract.

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Boston's public officials are reporting on efforts to

about the "loss" of sovereignty when we heard so little about it in the past? The answer seems to be that, while the Community was concerned with relatively obvious matters, nobody minded that sovereignty had been pooled or transferred to the European institutions. But now that matters of greater importance are coming to the fore, sovereignty has suddenly become a crucial issue.

The extent to which it is eroded has, in any event, always been a matter within the control of the House of Commons. Before the Single European Act in 1986, the "Luxembourg compromise" under which the Council would not enact legislation that any member state believed contrary to its essential national interests, in practice ensured unanimity. Since 1986, the area in which the states have a legal veto has been reduced by common consent, endorsed by our own legislature. But it still includes for example, anything to do with taxation.

Whether it is better for the Community's government to be accountable directly to the European Parliament, as to some extent it already is, or indirectly through ministers to national parliaments, is a political question. But it makes little sense to cloud the issue by pretending that the problem has been sprung on us unawares.

● The author, a barrister, and Malachy Cornwell-Kelly, a solicitor, are authors of *European Community Law* (Waterlow, 1979).

The number of deaths in Britain in the three years after the war has risen by 50 per cent, according to a report by the Registrar General, Sir John W. Ward. Deaths in the three years after the war have risen by 50 per cent, according to a report by the Registrar General, Sir John W. Ward.

Crimine was now established on an international scale and the common law had to face that new reality.

Accordingly, a conspiracy entered into between Thailand with the intention of committing the criminal offence of trafficking in drugs in Hong Kong was justifiable in Hong Kong even if no overt act pursuant to the conspiracy had yet occurred in Hong Kong. That was a sufficient reason to justify the magistrate's order under crime (1).

There was a further ground on which his order under crime (1) was justified and that applied also to crime (3), which alleged trafficking on September 23, 1988, the date on which the drugs were imported into the District of Hong Kong for the purposes of the extradition proceedings).

The drugs were imported in breach of section 4 of the Dangerous Drugs Ordinance and in a manner intended by the

1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 26

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The great unloved of America

In Los Angeles, lawyers are the object of public odium, says Edward Fennell. He reports on efforts to improve their image

British lawyers may sometimes feel unloved. This is nothing compared to the unpopularity of lawyers in California. While they continue to enjoy a certain social status, they are widely regarded as merciless blood-suckers who will stop at little to earn another dollar or win another case.

In Los Angeles, in particular, lawyers are the object of public odium. For a start, the city is lawyer-ridden. The cinema may be the city's biggest industry, but law must come close behind. There are more than 130,000 lawyers in the state of California (compared with about 60,000 in the United Kingdom) and a huge number of them are concentrated in Los Angeles. While the big firms attract most of the international publicity, the real LA law is conducted in entirely different surroundings.

Look for typical Los Angeles lawyers and you will find them in low-rent offices squeezed between pizza parlours and parking lots, or in single-room offices in the high-rise blocks, where sole practitioners, without secretaries or colleagues, share a corridor with tiny travel companies and fringe film businesses and advertise their services on photocopied advertisements displayed in the communal coffee area.

What sustains this plague of lawyers is the contingency fee system and the natural generosity, admittedly with someone else's money, of American juries. So it is not surprising that, with so many lawyers chasing ambulances, the Californian Bar is traditionally highly protectionist.

For example, the State Bar only recently allowed foreign lawyers to practise their own law in the state, and then because West Coast lawyers were keen to be seen to be co-operating with the Japanese over access to each other's markets. The narrow-minded, money-grubbing image of lawyers is clearly a handicap in the public popularity stakes. One of the reasons why the television soap series *LA Law* is so popular among Californian lawyers is that it shows them in the unlikely position of having real, human feelings and doing good works as well as driving fast cars and looking glamorous and successful.

Whether the American public is fooled by this image is doubtful. A couple of months ago Martin Fitzwater, the White House press secretary, was quoted as saying: "Lawyers deserve all the criticism they get. Those are the universally held feelings by everyone who has ever dealt with the legal establish-



Self-image boosters: lawyers admire the "clean" *LA Law* team

ment." As a gesture of support for those who still believe in direct action, he added: "Everyone ought to take every opportunity to blast lawyers. It's so easy to bash lawyers." In Los Angeles it is probably easier than anywhere else. Inspired, no doubt, by the creative atmosphere in which they work, Los Angeles lawyers have recently been debating the admissibility in court of so-called "fabricated quotes".

Observing this discussion, an outraged commentator said: "Why stop with quotes? Why not go straight to making up facts? The willingness of lawyers to defend and litigate any position, irrespective of unreasonableness, is precisely why most Americans regard lawyers with derision. Until this kind of poppycock stops pouring from our pens, we can expect to suffer lawyer-bashing from the rest of society."

'Lawyers deserve all the criticism they get. Those are the universally held feelings by everyone who has ever dealt with the legal establishment'

Martin Fitzwater, White House press secretary

Mind you, it is hard to achieve whatever image you try to promote. When the legal magazine *Los Angeles Lawyer* featured a cover story on the clean-cut, black actor Blair Underwood of the *LA Law* series, there were anguished protests. "Are there not enough real lawyers of reputation and quality to profile?" demanded one reader. The answer may be that there are not.

So difficult is it to find a positive image of lawyers, that in the same month the *California Lawyer*, another glossy trade magazine, decided to feature on its front cover a fetching picture of convicted murderer Bobby Harris.

Again, the readership rose up in anger. "I question your taste, judgment and politics in having a photograph of a convicted murderer on the cover," railed attorney Albert Kubanis. "At a time when many Californians despise lawyers, your conduct does nothing to restore public confidence in the Bar."

first move, perhaps, will be to introduce a limited scheme, similar to the Virginia example. As the legal profession here is opposed to any interference with the role of the courts, a compromise will be sought. A possible solution may be to cap awards which the court can make. If the differences between the capped awards and no-faults scheme awards were modest, litigation would be discouraged.

There would, in any event, always be the opportunity to correct a decision of the compensation authority if, for example, a question arose about the eligibility of a claimant.

The ultimate question to be addressed is whether high compensation awards should be reserved for the relatively few patients who can prove medical negligence. Others with identical disabilities, however caused, are forced to rely on state benefits.

A more just arrangement would be to allocate funds to provide reasonable compensation for all. The author is a solicitor and legal writer.

INNS AND OUTS

If barristers continue to act like solicitors, especially in the international market, the debate over whether or not to fuse will become irrelevant. The construction and engineering law set at 10 Essex Street, headed by Donald Keating QC, has broken new ground. It is opening an office in Paris, to provide a convenient location for clients conducting arbitrations before the Paris-based International Chamber of Commerce. The set is careful to say that it will not advise on domestic French law. However, it is open to barristers to take instructions directly from non-UK clients, and will compete with the UK law firms, such as Freshfields, in Paris. Meanwhile, back in London, 1 Hare Court and a set in Queen Elizabeth Buildings Chambers, are merging - a habit that seemed more the preserve of solicitors.

The Legal Protection Group has launched a simplified package to offer small companies insurance protection against potentially crippling legal fees across the European Community. The company claims that the package offers "total" coverage but, in true insurance company style, it says it has devised a package covering "almost" every legal snag a business may have to face. The policy includes access to 24-hour legal advice and covers all legal fees, expenses and costs incurred for contentious and civil matters up to £100,000 on each claim throughout Europe, including employment disputes, debt recovery and accounts fees from investigations into corporate tax matters. The policy is designed for companies with a turnover of less than £2 million and a gross payroll of under £500,000.

When you have offices in unusual locations, including Guilford, Cardiff, Shajah and Dubai, why stop there? Certainly Clyde & Co sees no reason and have announced they will open an office in São Paulo, Brazil. The economies of the region still stagger under the weight of crippling debt and rampant inflation. But Michael Payton, Clyde's senior partner, is optimistic. "We believe that the prospects for trade and investment between the region and the rest of the world have been enhanced by the recent political changes and trade liberalisation policies," he says. The office will be headed by Luis Arena Alvarez and Kenneth Basch, an American-qualified lawyer, who says European clients will find it reassuring to have their lawyer on the spot. With the level of drug and poverty related crimes running out of control, reassurance is the right emphasis.

New York law firms are almost unanimous in their intention to freeze salary levels this year. First-year associates in New York will have to make ends meet out of the 1989-level salary of \$83,000. Leading the "Just say No" campaign is Jones Day Reavis & Pogue, but other firms are falling gratefully in line. With layoffs now sweeping through the profession, there will be few complaints but the critical question will be whether any firm attempts to cut wages. The really bad news is that the pressure to freeze the salaries comes from a dramatic shortage in work.

Allen & Overy receives many applications from would-be lawyers, but some are, to say the least, unusual. One which recently hit the recruitment officer's desk started (with names deleted): "I have approached your firm of solicitors on the advice of my grandfather, who was one of the youngest town clerks in England and Wales. My family background continues with my grand-uncle, who was third nationally in the Law Society finals. I also have an uncle who is a practising solicitor and a cousin who is qualified." If the ability to practise law is acquired genetically, the applicant should do well.

SCRIVENER

COURTS

Crime was not established on an international scale and the common law has to face that new reality.

Accordingly, a magistrate entered into the case with the intention of committing the criminal offence of trafficking drugs in Hong Kong. It was justifiable in Hong Kong to enter into the case with the intention of committing the criminal offence of trafficking drugs in Hong Kong. It was justifiable in Hong Kong to enter into the case with the intention of committing the criminal offence of trafficking drugs in Hong Kong.

There was a finding of fact which was not established on an international scale and the common law has to face that new reality. Accordingly, a magistrate entered into the case with the intention of committing the criminal offence of trafficking drugs in Hong Kong. It was justifiable in Hong Kong to enter into the case with the intention of committing the criminal offence of trafficking drugs in Hong Kong.

The trend is worrying the medical profession and solutions are being sought. New Zealand and Sweden led reform more than ten years ago by introducing no-fault compensation schemes for those who have suffered injury from medical care.

Professor Malcolm Symonds, of University Hospital, Nottingham, says: "Any obstetrician associated with the delivery of a child with evidence of mental retardation or cerebral palsy is likely to be accused of negligent management of the pregnancy and labour."

The result is that recruitment into this speciality could be affected, particularly if litigation increases at the present rate. Recognising this problem, legislators in the United States enacted a limited no-fault compensation scheme. The Virginia Birth-Related and Neurological Injuries Compensation Act 1988 allows for compensation for medical and support services and recompense for loss of earning power. The scheme is funded by the state, the profession and hospitals.

In Britain, indemnity for possible claims has been provided by the medical protection societies. Part of the subscription of members employed in the NHS has been paid by health authorities. Escalating claims have forced the societies to review their premiums structure. The Medical Defence Union kept subscriptions at a fixed rate, but the Medical Protection Society announced a differential scheme of subscription.

NHS indemnity arrangements were introduced on January 1 this year. Claims against NHS medical and dental staff are now settled out of health authority funds. There is still access to limited funds from the medical protection societies, but ultimately the full cost will be borne by the authorities or, where appropriate, NHS trust hospitals. The fear is that at the present level of awards, and with the continuing effect of inflation, resources may eventually be diverted away from patient care.

It is thought that by allowing health authorities to handle claims there will be cost savings. The work is to be done in-house, or by using medical defence organisations or other advisers. For solicitors, there will be the chance to provide a comprehensive service when they have a right of audience in the higher courts. This should result in a further reduction of costs and an increase in efficiency when acting for an authority.

Despite this change, the pressure to devise an acceptable no-faults scheme is likely to increase. The author is a solicitor and legal writer.

ises evidence relevant

When doctors fear to operate

Claims against doctors by patients alleging medical negligence are growing. Is it time to introduce a no-fault scheme? asks Peter Reeves

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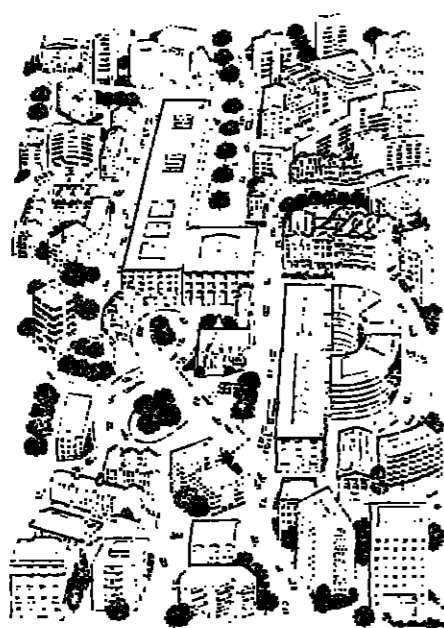
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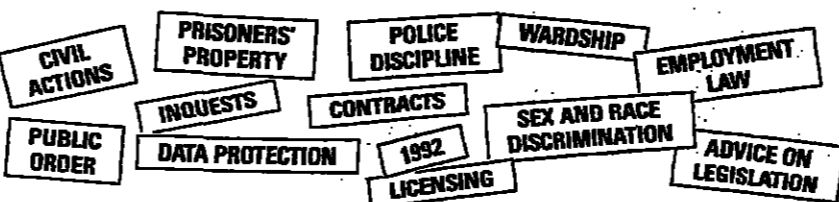
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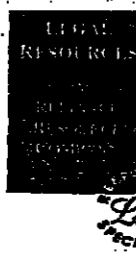
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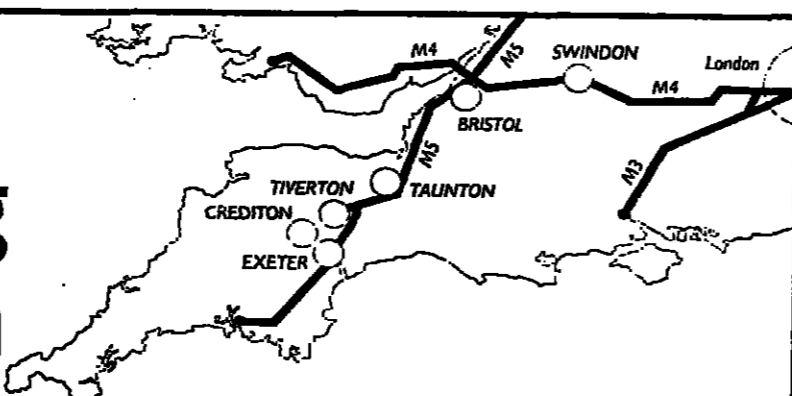
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SPORT

Becker marches into last eight

By ANDREW LONGMORE
TENNIS CORRESPONDENT

THE expected bang of drums turned into a tinkling of cymbals on the centre court yesterday as Boris Becker and Stefan Edberg comfortably reached the quarter-finals of the men's singles.

Becker, the No. 2 seed, beat Pat Cash, the 1987 champion, 7-6, 6-1, 6-4, and Edberg, the No. 3 seed, gained revenge for his defeat in the final of the French Open last year by routing Michael Chang 6-3, 6-2, 6-1. The Swede broke Chang's service nine times in 12 service games.

Puffing along behind, after his third round match against Bryan Shelton had been halted on Saturday at one set apiece, came Ivan Lendl, who finished off the weekend's business in two sets without total conviction. Shelton is ranked 125 and should not really have presented a problem for the No. 1 seed. "He served big and went for it," Lendl said. "In the end he paid for doing that." But only just.

Lendl now faces the tough Austrian, Alex Antonitsch, who, like so many players here this past week, is belying his reputation for being a clay court specialist. He gave Becker a fright at Queen's three weeks ago and will scrap for every point.

Another convert to grass yesterday was Christian Bergstrom, who beat the No. 11 seed, Guy Forget, 6-4, 7-6, 6-3. "Everything has just come together over the past two weeks," the young Swede said. "Before the tournament grass wasn't my favourite surface at all, but now it feels very good."

Bergstrom comes from Gothenburg and is a graduate of the Anders Jarryd school of bow-legged walking. He must go to the same hairdressers, too. Bergstrom came up through the Swedish system the year behind Edberg and Jonas Svensson and, although European junior clay court champion at the age of 18, has suffered from a slight inferiority complex ever since.

"They were unbeatable as juniors," he said, but he now has a chance to emerge from the shadows as he meets Edberg in the quarter-finals tomorrow. Unfortunately, judging by the former Wimbledon champion's peremptory dismissal of Chang yesterday, Edberg might prove his invincibility once again.

For much of the first set, Becker and Cash probed and prodded at each other like two boxers preparing for a long bout. It was a difficult psychological match for both men, Cash because the defending champion was the first top ten player he had come across since his return to competition two months ago, Becker because he had little form to go on. He had not played the Australian since beating him in straight sets at Wimbledon two years ago.



More Wimbledon, page 45

"We had to find out at the beginning a little bit how we were playing and what form we were in, and that took a little bit until we both were free," Becker said.

It took one set to clarify the position. Even then it was just a matter of inches as Cash, who had given no quarter throughout a tough first set with no sign of a break point along the way, had two set points at 6-5. Cash missed the first with a cross-court forehand which fell an inch into the tramlines and the second with a backhand just wide down the line. That was the match.

Having taken the tie-break 7-3 after 58 minutes, Becker emphasised his superiority by racing to a 2-0 lead. Only in the middle of the third did Cash's stubborn refusal to give in bear a little fruit. He had a break point to get back in the match at 4-3, which Becker saved with an ace. It proved an effective full stop to the match. But Cash, who still walks as if wading through sand, a legacy of his year-long Achilles tendon injury, was given a rousing reception and will doubtless return to the scene of his former triumphs.

He also had a few words of encouragement for the defending champion. "If he plays as well as he did in the second and third sets, I can't see too many people stopping him," Cash said. "He played tough tennis and I think he's grown up a lot from a couple of years ago, which is good for tennis and for him."

The same could be said of Goran Ivanisevic, who has managed to control his temper and his talent so far at Wimbledon. The Yugoslav beat Mark Koevrmans in four sets and now meets Kevin Curren in the quarter-final. As Ivanisevic is 18 and Curren 32, it really is a meeting of the young lion and the old fox.

Over cars will put £600,000 into British junior tennis over the next three years. The money will go towards providing individual scholarships for up to 100 junior players throughout the country, to the Lawn Tennis Association school at Bisham Abbey and for the appointment of three new national coaches to co-ordinate the scheme, which will allow more one-on-one coaching and more opportunities for international competition. The LTA will put an extra £400,000 into the fund to bring the investment to 1m pounds over three years.



On the march: Ivan Lendl on his way to completing a four-set victory over Bryan Shelton yesterday

Capriati wises up to reality

By ANDREW LONGMORE

STEFFI Graf gave Jennifer Capriati a tutorial on the centre court at Wimbledon yesterday. By the end of it, the American was exactly one hour older, and very much wiser. "I learned what it's like to play a great player, especially on centre court. I thought it was a great experience," she said.

After four months as a professional, Capriati has now played Graf, Navratilova and Seles, winning six games against the first two and four against Seles in the French Open. In other words, she knows exactly what she has to do to reach the very top.

Graf's preparation for the match had not been ideal. She had flown to West Germany on Friday night to see a specialist about her sinus problem and returned the following day with the uncomfortable news that she would need an operation, probably at the end of the year.

If that did not make her feel

her age, the sight of Capriati, nervous and enthusiastic on the other side of the net, must have brought back memories of her own Wimbledon debut in 1984, when she was just 15. "It's very strange because I don't feel old, but when you realise how young Jennifer is, it's just... weird," the champion said.

There was never really any doubt who was more at home on the centre court. While Graf busied herself like a cleaner in a dusty house, setting everything in order, Capriati took time to find her own rhythm. Every time a door seemed to open it banged shut again as Graf, her forehead band under firm control after several months' leave of absence, drove a forehand down the line or pulled out a heavy first serve. To her credit, Capriati, the No. 12 seed, refused to be rushed off her feet; just the opposite, in fact. Graf, renowned as one of the fastest players on court, had to take second best. "She was

rushing me too much at times between points," Graf said.

The West German took just two minutes to establish her territorial rights, breaking Capriati's serve in the first game and moving easily to a 2-0 lead. From that moment, Capriati was chasing the game, struggling to read Graf's serve and being pressured on her own by the champion's devastating forehand. Gaily, she scurried back and forth along the baseline, delighting the crowd with the occasional lob or backhand pass. She had three game points to get back to 4-3, but was broken for the second time and lost the first set in 27 minutes.

The decisive break came in the fifth game of the second set, when the American misjudged a backhand down the line to give Graf a 3-2 lead. Fifteen minutes later the champion was serving for a place in the quarter-final against Jana Novotna, the No. 13 seed, and Capriati was contemplating a little shop-

ping in London and a visit to the Prince Consort later in the week.

Even then there was one last reminder for the champion, as Capriati saved one match point at 5-3 before losing 6-2, 6-4, that this was just one battle in what could prove to be a long war.

"It was a special feeling to be playing her on centre court," Graf said. "She's such a favourite because she is so young and people like her. She always wanted to play against me, and I was looking for her, so it was a great way to start."

Navratilova, purposefully, and Sabatini, gingerly, also reached the quarter-finals. The No. 2 seed beat the gentle-eyed Austrian, Judith Wiesner, 6-3, 6-3, and now meets Katerina Maleeva, a 6-3, 6-0 winner over Nathalie Herremann. The Argentinian can rejoice in her best Wimbledon effort for three years after beating Nathalie Tauziat, 6-2, 7-6.

Swindon win appeal against League decision

By DENNIS SIGNY

A THREE-man Football Association board of appeal decided yesterday, after a six-hour hearing at a London hotel, that Swindon Town will stay a second division club next season. Swindon, having dropped their High Court action, appealed to the FA against "the severity of the punishment" when a Football League commission decided, last month, to demote them from the first division to the third.

The variance of that decision means that Sunderland, who finished sixth in the second division and were beaten by Swindon in the play-off final at Wembley, retain their newly-won first division status and Tranmere Rovers stay in the third division.

Nobody from the Football League was present to confirm this after the appeal, and Gary Herbert, the Swindon Town chairman, said: "I don't know what's happening to the others. I am only concerned with Swindon."

Herbert said that his club's directors would now consider any further action. He said he had not been notified of a new League commission to enquire into other alleged breaches of the regulations by present or former Swindon directors, officials or players but, in the light of what had come out at the appeal, he did not think it would go ahead.

The decision of the appeal board, which comprised Ted Powell, Terry Annable and Maurice Armstrong, was read after the hearing by John Young, the FA registrations secretary.

He would not elaborate beyond the formal statement that the decision of the League commission would be varied to demoting Swindon from

the first division to the second. Swindon were also ordered to pay the costs of the League and the FA and to forfeit an appeal fee of £300 towards the costs of the hearing.

The formal statement concluded: "In reaching this decision, the board of appeal has had regard to all factors placed before it by counsel on behalf of Swindon and the League. In particular, the board of appeal has taken into account the serious breaches of Football League regulations admitted by the club, the grave financial implications which would be involved in demotion to division three, and the impact of any demotion on supporters of the club and others innocent of any wrongdoing."

The chairman said all the players were under contract and likely to stay. "Thank goodness we didn't offer any increases," he said.

Herbert said that Swindon had taken the opportunity to "put their house in order". Asked if he felt the club had been made a scapegoat, he replied: "It's for other people to answer that." He gave credit to the appeal board for "overturning" the original League decision and thanked the media for their support.

Swindon originally pleaded guilty to 36 charges which, with one exception, involved breaches of League regulations going back to 1985. They also asked for a large number of cases to be taken into consideration.

The League will now try to produce their fixture list for next season by the end of this week, but there could be a further delay, since Bourne-mouth, relegated to the third division, are threatening high court action.

Wright prepared to return to fray

From STUART JONES, FOOTBALL CORRESPONDENT, NAPLES

MARK Wright is prepared to risk further facial damage in the World Cup semi-final against West Germany in Turin tomorrow night. The central defender, who had half a dozen stitches inserted in the worst cut of his career after the 3-2 victory over Cameroon, insists that the injury will not prevent him playing.

He will bow only to medical opinion. He appreciates that the horrific wound, which stretches from the top of the eyelid to above the eyebrow, could be opened by the first aerial collision. If that is the prognosis, he will reluctantly agree to miss the biggest game of his life. The skin on the bone above his left eye was split accidentally by the back of Milita's head.

A bandage, tied around his head to keep the protective plaster in place, obscured still further his view. Before the start of extra-time, it was removed.

"All I had to do was run around," Wright said. "I wouldn't have any fears about heading the ball on Wednesday, but the doctor and the manager might think that if it gets worse, I'll have to come off and for the team's sake, that might be too big a gamble."

"If selected I would play."

Robson's reign over

THE reign of Bobby Robson will end this week even if he leads England to World Cup glory at the weekend. The Football Association (FA) made it clear yesterday that there can be no turning back regardless of whether England beat West Germany in Wednesday's semi-final and go on to challenge Italy or

You could never turn down a World Cup semi-final. The indications are that, in spite of the initial fears, Wright's wish will be granted. Robson can scarcely afford to be without his sweeper, who was voted the best central defender in the first round.

Barnes is the principal casualty. His groin strain was extended during the first half and he has officially "probably" played his last game of the tournament. Walker also exacerbated his leg injury, but he will probably be available.

He preferred not to fuel wild speculation that he might reconsider his own position. He has yet to sign his contract with PSV Eindhoven; the club he has agreed to manage next season. "It is not my decision whether I stay with England," he said. "The subject is not open for discussion."

Dick Wragge, the chairman of the Football Association's international committee, was equally reluctant to talk about the prospect of Robson being retained. Whatever the outcome tomorrow and next weekend, it would be more than surprising if Graham Taylor is not soon confirmed as his successor as the manager of England.

Argentina for football's ultimate prize four days later.

The FA international committee member, Peter Swales, said: "It's too late to change things now and I think Bobby knows that deep down anyway."

"Too many things have happened regarding the future now."

Backley blossoms with record

From DAVID POWELL
ATHLETIC CORRESPONDENT, STOCKHOLM

STEVE Backley broke the world record, which he has been threatening all season, when he threw the javelin 89.53m in his first round attempt at the IAAF Mobil Grand Prix meeting here yesterday.

To add spice to the moment, Backley achieved the mark on the home ground of the man he displaced, Patrik Bodén, of Sweden.

Bodén took the record in a college meeting in Texas in March with a distance of 89.10m, but Backley indicated that it was unlikely to be safe for long when he threw 88.46m in the United Kingdom championships in Cardiff a month ago. On Friday, in his first competition back from an elbow injury, he

produced 87.22m in the Dairy Crest Games in Gateshead. Backley, aged 21, from Bexley, Kent, began the year by winning the Commonwealth title. It was his first international championship gold medal after winning the world cup and the overall grand prix last year.

Lindford Christie, the Commonwealth 100m champion, suffered his first defeat of the year at the distance yesterday when he was beaten by Leroy Burrell, of the United States.

So much emphasis does Christie place on being the world No. 1 that he considers it more important than retaining his European title in Split next month. He has a point. In the rankings last year, the best placed European was Christie in eighth position. Six of those were Americans and three of them — Burrell, Andre Cason

and Calvin Smith — were in the field yesterday.

At the fourth time of asking, they got away and Christie, though trailing out of the blocks, quickly assumed the lead. But Burrell, aged 23, and from the same club, Santa Monica, as Carl Lewis, had the stronger finish. "I was in the lead at 60 metres and he came past me, which is something that nobody has ever done," Christie said.

Burrell's time, a wind-assisted 9.95sec, puts him more than a 0.1sec clear of Christie, who was second in 10.12sec. Smith, the former world record holder, was fifth in 10.36sec and Cason sixth in 10.48. Michael Johnson, the American who ran the fastest 200m in the world for two years, 19.90sec, in the United States Championships a month ago, was fourth in 10.23sec.

Christie said that he was looking forward to a similar rivalry with Burrell, whose 9.94sec last year was only 0.02sec outside the world record of Lewis, as Colin Jackson was with Roger Kingdom in the 110m hurdles. "It's going to be between me and Burrell and I am going to go out and find him wherever he is."

Burrell responded by saying that he would not avoid Christie but would be reluctant to meet him too often for fear of spoiling a good thing. Tom McKean got what he wanted from his second outdoor 800m of the season — an improvement on his opening performance of 1min 48.98sec in the Dairy Crest Games.

He was beaten by Mark Everett, of the United States, who recorded 1min 45.35sec but was happy with his 1min 45.75sec.

Tax burden must be lifted from voluntary sport

PARLIAMENT will today consider a measure which could significantly improve the ability of the governing bodies of British sport to develop themselves and to promote their activities.

As a member of the Commons finance committee, I have tabled an amendment to the Finance Bill, which, if accepted by the committee and then by Parliament, would enable the national voluntary governing bodies of sport to retain a much greater share of the money they earn than is currently possible. Incredible as it may seem, the Inland Revenue treats the governing bodies of amateur sport as commercial companies, and so the voluntary sports associations at national level are hampered, not helped, by the national taxation policies.

My amendment, which has all-party support, would relieve the voluntary national sports associ-

KATE HOEY, Labour MP for the Louth constituency in south London, argues for help for sport from the government

ations of Corporation Tax. In quantitative terms, set against the £2 billion-plus that the Exchequer receives directly or indirectly from sporting interest and activity, my proposed measure would cost less than £10 million a year. It is a very modest sum, compared with the incalculable value of sport and physical recreation to the British people.

It seems unfair that a group of enthusiasts coming together to take on the onerous duties and responsibilities of the organisation and the promotion of a national sport should be penalised for any financial successes they might enjoy.

It should be emphasised that the

national governing bodies do not distribute profits by way of a dividend or bonus to individuals, but seek to create a surplus for investment, particularly at grassroots level, in their sport.

I find it astonishing, for example, that the Amateur Swimming Association, which is committed to teaching the life-saving skills of swimming, should be forced, by tax regulations, to pay an estimated £7,500 this year.

How much more sensible and prudent it would be if this burden was lifted and the benefits applied to helping the already dwindling modern-day opportunities for young people to learn to swim.

My amendment to the Finance Bill seeks, in no way, to give tax relief to the individual clubs or associations, and it will not extend comfort to the private profit-mak-

ing sports clubs. I have no objection to the making of a commercial profit, but I see no reason why tax exemptions and relief should be extended to people who use sport as a means of securing their own personal income.

All those who care about sport share with me the knowledge that sport in this country is the most highly-taxed in western Europe. We, as a country, seem consistently to have failed to recognise the contribution that the sports movement in the United Kingdom makes to the social, mental and physical well-being of our people.

There are many financial problems within sport that have yet to be tackled: the crippling charges levied by many local authorities through the uniform business rate on sports

clubs and associations; the punitive VAT charges on sports club membership; the uncertainties of the real cost of the compulsory competitive tendering arrangements for local authority sports and leisure facilities.

For the thousands of voluntary helpers, coaches, referees and administrators, who spend so much of their time fund-raising for their sport, this amendment could give a glimmer of hope.

A clear signal could be sent by the government that due and proper regard is given to the voluntary sports movement and that efforts will be made to recognise its contribution to sports, and the need for direct and indirect action to be taken by government if "sport for all" is to move from being a slogan to a reality.

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